

THE TIMES Tomorrow

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Portfolio

Four winners shared the Times Portfolio competition prize yesterday. They are Mrs Julie Herbert of Wallasey, Merseyside; Mr I. Killick of Herston, Essex; Mr J. West of Croydon, Surrey; and Mrs Beverley Potter of Milton Keynes. Portfolio list, page 18; how to play, information service, back page.

Defiant NUT leaves Acas talks

The National Union of Teachers said last night after talks organized by the conciliation service, Acas, that it was withdrawing from the negotiations and would continue industrial action alone if other unions reached an agreement in the pay dispute. Four other teachers' unions described the talks as "helpful" and will meet again on Tuesday.

Polar leader's tears of joy

The co-leader of the British expedition that followed Captain Scott's ill-fated journey to the South Pole, told of his tears of joy when they raised the Union Jack at the pole. Page 3.

Earnings rise

Average earnings in November were 8.6 per cent higher than year earlier. The increase was well ahead of the rate of inflation. Page 19.

TUC backs down

The TUC is expected next month to drop its five-year boycott of state funding for postal ballots. Page 2.

Joseph plea

A plea for professional training to be incorporated into jobs for the sake of Britain's prosperity is made by Sir Keith Joseph, Secretary of State for Education, in an introduction to today's eight-page General Appointments section. Pages 37-44.

Desert deaths

The organizer of the Paris-Dakar car rally and four others were killed when their helicopter hit a sand dune and crashed in the Mali desert. Page 8.



Lesotho scare

Lesotho denied reports of a coup attempt after paramilitary troops surrounded and searched Cabinet offices in Maseru. The whereabouts of the King and Prime Minister were unknown. Page 7.

FOCUS

Britain's fuel costs will be cut by £7 billion a year if the aims of Efficiency Year 1986 to prevent waste are achieved. A Special Report. Pages 23-27.

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Tory MPs fear shock waves of Westland crisis

Thatcher attack on Heseltine's 'absurd views'

● The Prime Minister dismissed as absurd allegations by Mr Heseltine that the Government had given inadequate consideration to the Westland crisis.
● Mrs Thatcher told the Commons the former Secretary of State for Defence was not prepared to accept the discipline of collective responsibility.

● Conservative backbenchers' widely held view last night was that the reputation of the Prime Minister and her Government had been badly damaged.
● Westland's stockbrokers have conceded that the pro-European shareholders appear to have enough votes to block the planned Sikorsky-Fiat link.

By Anthony Bevins, Political Correspondent

The Prime Minister last night dismissed as absurd Mr Michael Heseltine's allegation that the Government had given inadequate consideration to the Westland crisis.

In a direct challenge to his resignation on the ground that collective Cabinet responsibility had broken down, Mrs Margaret Thatcher told a packed House of Commons: "He was prepared to acknowledge the advantages of collective responsibility without being prepared to accept the discipline of it."

But with Mr Heseltine and Mr Neil Kinnock, the Labour Party leader, challenging the veracity of statements made by ministers and officials, it was the widely-held view of Conservative backbenchers last night that the reputation of the Prime Minister and of the Government had been badly damaged.

Many Tory backbenchers believe that the government's fortunes are on the slide, and that although Mr Leon Brittan, Secretary of State for Trade and Industry had to be saved because he was so close to Mrs Thatcher herself, his career was hanging by a thread.

The Government's difficulty is that the Westland affair will not go away. No matter what the shareholders decide the Commons Select Committee on Defence will investigate all the allegations made by Mr Heseltine and their hearings are likely to be held in public.

Meanwhile, although younger Conservative MPs were whispering of the chances of "a palace revolution" there was no sign last night that Mr Heseltine was being actively prepared for a leadership bid. At the same time it was thought that the central element of his speech in the Commons, described as the "patriotic card", would do him no harm.

He told the House that he had campaigned for a European bid for Westland because if

Europe did not band together they could not compete with the American defence industries which received \$280 billion in 1985.

In one of the few jokes of the Commons battle, Mr Heseltine wondered whether Britain should dine à la carte in Europe; going for Airbus and the fighter aircraft but opting out of helicopters. He pointed out that such a policy was often more expensive "and one's companions tend to copy one's example."

He also returned to the fray with former colleagues by challenging directly the Prime Minister's version of the letters of October 4 and 18, on the Government's pro-European policy; and intention to hold a further meeting of ministers on November 13.

Mr Heseltine said that officials had recorded the Prime Minister's December 9 promise to have that meeting. "They are not in the minutes, but I believe them to be in the notebooks from which the minutes were prepared."

On the Government's declared policy of being even-handed, he said that there had been selected leaks from the law officer's letter, "used quite wrongly to damage my credibility," the Foreign Office had asked the Italians to stop sending messages of support, and attempts had been made to stop a BBC radio programme on which he had been interviewed.

The drama of Mr Heseltine's speech, delivered against the background of Mr Kinnock's opening and Mrs Thatcher's response, was underlined by the

earlier publication of Sir Austin Pearce's "Private and strictly confidential" letter, alleging the strongest pressure exerted on his colleague Sir Raymond Lygo by Mr Brittan last week.

Mrs Thatcher reminded the House yesterday that Sir Austin's letter had been accompanied by "the record of the meeting taken by the Department of Trade and Industry", which had been published "in full." She added: "I very much regret that there is a different recollection in some respects of what was said."

She said that the Government's approach to Westland had been the subject of the most thorough collective consideration by ministers. Mrs Thatcher said that although a majority of colleagues at two ad hoc meetings in December had felt very strongly that the national armaments directors' recommendation, on European supply for European helicopter requirements, should be overturned, she had ruled in favour of further discussion. That meeting was held on December 9.

In direct conflict with Mr Heseltine, she said: "The conclusions of the 9 December meeting laid down a clear policy and made it unnecessary to hold a further meeting."

Mr Kinnock, opening the debate, said that it was a debate about the truth; "the complete collision of testimonies about government conduct in relation to the affairs of Westland." He also referred to the Prime Minister's "rule by over-ruling" and the "jellid" nature of her colleagues.

But in discussing the events of the affair, he repeatedly returned to "the two versions" and said of the non-meeting of December 13 that the honourable House had a difficulty with the conflicting words of two Right Honourable Members - Mr Heseltine and the Prime Minister.

Continued on back page, col 6



Mr Leon Brittan leaving the Department of Trade and Industry yesterday. (Photograph: Chris Harris).

Scrap nuclear arms by 2001 - Gorbachov

From Christopher Walker, Moscow

On the eve of the reopening of the Geneva arms control talks, the Soviet Union last night launched a new initiative with the announcement of a three-month extension in its recently expired moratorium on nuclear tests and a 15-year timetable for banning all nuclear weapons.

The offer was announced by Mr Mikhail Gorbachov, the Kremlin leader, in a statement read on Soviet television. "The Soviet Union is proposing a programme of ridding mankind of fear of nuclear catastrophe to be carried out at the beginning of 1986. The energy of the atom should be placed at the exclusive service of peace," he said.

The announcement was seen in diplomatic circles as another skilful attempt by the Kremlin to steal the propaganda initiative from the US in advance of today's opening of the fourth round of the deadlocked Geneva talks. To date, the White House has rejected all calls from Moscow to join the moratorium on nuclear explosions.

Mr Gorbachov made it clear that a token of Soviet good faith, the moratorium which expired two weeks ago would be extended for three months, and even further if Washington agreed to match it.

Mr Gorbachov, who is known to be anxious for positive results on arms control before this year's second superpower summit, made it clear that the plan would depend on the US abandoning plans for space-based missile defence.

The first stage of Moscow's plan envisaged a reduction of 50 per cent in US and Soviet weapons which could reach each other's territory within the next eight years. This, Mr Gorbachov stated, would bring warheads down to 6,000 on each side. "Such a reduction is only possible if the USSR and the US mutually renounce the development, testing and deployment of space strike weapons," he emphasized.

In the second stage, beginning in 1990 and lasting between five and seven years, Mr Gorbachov said that other nuclear powers, including Britain, would begin to engage in nuclear disarmament. The superpowers would continue to eliminate intermediate-range weapons and freeze their short-range or tactical systems.

"Stage three will begin no later than 1995," he said. "In this stage the elimination of all remaining nuclear weapons will be completed. By the end of 1999 there will be no nuclear weapons on earth. A universal accord will be drawn up that such weapons should never again come into being."

SDI warning, page 7

Aden fighting stops as rebels are crushed

By Our Foreign Staff

Fierce fighting in Aden stopped early last night as Government forces tightened their grip on the South Yemen capital three days after a failed coup attempt by radical Marxists.

Official sources in Aden said forces of the pro-Soviet Government had crushed most of the rebel elements and denied that President Ali Nassir Muhammad had been wounded in an assassination attempt on Monday.

"Life is gradually returning to normal after three days of fighting," an official said. President Muhammad was meeting with Yemeni Socialist

Party officials to "confront causes of the build up attempt".

The Prime Minister, Mr Haidar Abu Bakr al-Atas, in Delhi on an official visit, cancelled a trip to China and announced that the would be leaving the Indian capital last night for Moscow.

Mr Nassir, in Djibouti, the capital of the Dhowb, the captain of the rebel force said that the fighting in South Yemen appeared to have pitted the Navy and Air Force against the Army.

Captain George Baters said he and his crew had left Aden's port on Tuesday night after two days of hell.

Mr Willis repeated his advice formally issued on December 23 that no print union should enter into "an agreement or arrangement with News International" other than with the agreement of the other unions. It repeated his earlier calls for the EETPU to take part in a joint negotiating approach to the company.

Mr Hammond made it clear to Mr Willis last night that he was in common with other TUC general council members from the print unions, together with Mr Harry Courry, general secretary of the National Union of Journalists, would be attending tonight's emergency talks.

Mr Willis is understood to have made it clear at a meeting

Treasury rules out further spending cuts

By Sarah Hogg, Economics Editor

Public spending will not be cut further before the next general election, according to the Government's White Paper published yesterday. Mr John MacGregor, the Treasury minister in charge of expenditure, claimed that real resources are increasing as "we are achieving much better value for money."

Mr MacGregor, the Chief Secretary to the Treasury, singled out a 20 per cent real reduction in the cost of building motorways since 1979, an increase in the number of patients treated in hospital, and increased competition for defence contracts as examples of the Government's efficiency drive.

According to the figures in the White Paper, total public spending is being cut, in real terms, both this year (1985-86) and next (1986-87). This is the first such reduction actually achieved by the Thatcher Government. However, the fall between last year and this is largely explained by the end of the miner's strike, which pushed the 1984-85 figures way over target, while the figures for next year are artificially reduced by a jump of £2,100 million in the amount the Treasury hopes for from asset sales.

White Paper plans for 1987-88 and 1988-89 - the final year covered - show public spending remaining broadly constant in real terms, rising roughly in line with inflation to a total of £148,700 million in the final year. The White Paper suggests this would allow spending to fall in proportion to national income, from 44 1/2 per cent in 1984-85 to 41 per cent, since the economy should be growing.

Within the total, the biggest increase is planned for employment programmes, whose cost is expected to rise 19 per cent between now and 1988-89. Spending on health and personal social services is planned to increase 15 per cent.

The plans imply that social security, the largest spending programme, will rise by 11 per cent by 1988-89 - broadly in line with inflation. Mr Norman Fowler's reviews will be taking effect by the end of the period, but the plans do not show a real cut in spending.

At the opposite extreme, spending on trade and industry is planned to fall by 48 per cent by 1988-89, housing expenditure by 4 per cent and spending on education and science to remain unchanged - which means a cut in real terms, since

prices are expected to rise by 4 1/2 per cent in 1986-87, 3 1/2 per cent in 1987-88 and 3 per cent in 1988-89.

Defence spending is planned to rise only 4 per cent between now and 1988-89. After years of substantial increase, this implies three years of modest reductions.

Substantial increases in plans for 1986-87 have been conceded since the last White Paper. They include an extra £990 million for social security, and £510 million on employment, to be paid for out of higher asset sales and a cut in the Treasury's reserve.

Spending on motorways and new roads has been increased: construction is to start on 150 miles of new roads in 1986-87, compared with 80 miles in 1985-86. However, total investment by the public sector is planned to fall further, attracting criticism from the Opposition and the Confederation of British Industry.

Including capital grants to private industry, total public sector capital spending is expected to decline by £500 million between now and 1988-89 - a substantial real fall after allowing for inflation.

Details, page 5
Leading article, page 15

Colon tests for Reagan

Washington (AFP) - President Reagan will undergo an examination of his colon tomorrow, the first since a cancerous growth was removed from his large intestine last July 13, the White House said yesterday.

Mr Reagan will undergo the "routine post-operative" examinations at the Naval Hospital in Bethesda, Maryland, the White House spokesman, Mr Larry Speakes, said. He added that the President, who will be 75 on February 6, was "feeling great."

Mr Reagan will also undergo blood tests and X-rays. It was not made clear whether the President would spend the night in the hospital as a precaution against possible bleeding.

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Prescriptions rise

University boost

Aid for jobless

Terrorism fight

Aim for stability after first real cut in 10 years

By David Smith
Economics Correspondent

The Government's public expenditure plans show that, after real cuts in spending this year and next, the level of spending is targeted to be stable in 1988-89.

Mr John MacGregor, Chief Secretary to the Treasury said yesterday that spending plans for the current year, within a planning total of £134.2 billion, will be met. This is a 3.5 per cent increase on the cash total for 1984-85 but, after allowing for an overall increase in prices of 5 per cent, is a real reduction of 1.4 per cent.

The last time that public spending was cut in real terms was in 1976-77, under the spending squeeze imposed by

the International Monetary Fund.

The reduction is partly because spending was boosted by £2.5 billion last year by the miners' strike, but only by just over £1 billion in the current year, 1985/86. However, the Treasury says that even allowing for this, a small real cut remains.

The Chancellor will provide an updated picture of the current year's spending on Budget Day in March. Many City economists expect actual spending to breach the planning total, reducing or removing the currently targeted real cut.

Next year, 1986-87, a real reduction of 0.9 per cent is built into the plans. However, this is mainly due to the big boost to

the expected receipts from privatisation, which count as negative public spending.

The sales of State assets, including British Gas and British Airways, are set to raise £4.7 billion in 1986-87, and in each of the following two years. This compares with an expected £2.6 billion in receipts this year. Without this boost to asset sales, public spending would be broadly constant in real terms next year, and in the following two years.

There are real reductions in government capital spending, inside and outside the planning total, capital spending is expected to total £18.8 billion this year, £18.7 billion in 1986-87, £18.6 billion in 1987-88 and £18.7 billion again in 1988-89. In constant 1984-85 prices,

the total is planned to fall from £17.9 billion this year to £17.06 billion in 1986-87, a real drop of 4.7 per cent. In 1987-88, there is a further real cut of 4.2 per cent, and in 1988-89, a 2.1 per cent real reduction.

There have been important changes of priority between departments. Lord Young of Grafton's Department of Employment emerged as the chief victor in the public spending round, gaining a 19 per cent increase in cash spending between 1985-86 and 1988-89.

Next is the Department of Health and Social Security, with a 15 per cent rise in spending on health and personal social services and an 11 per cent increase on social security. Mr MacGregor said

yesterday: "This is a caring government. Social security is a substantial priority."

The Foreign Office, including the overseas aid programme, gets a 10 per cent cash increase over the three-year period.

The losers include the Department of Trade and Industry, with cash spending down 45 per cent and agriculture, down 9 per cent. Housing, after allowance for receipts from council house sales, has a 4 per cent cash reduction, in spite of being described by Mr MacGregor as a priority in the spending round. An innovation in the public expenditure White Paper is the introduction of figures on the new system of departmental running costs. These show that the gross

running costs of Whitehall will be £13.32 billion next year, 1986-87, a 5.8 per cent rise on this year's expected total of £12.59 billion.

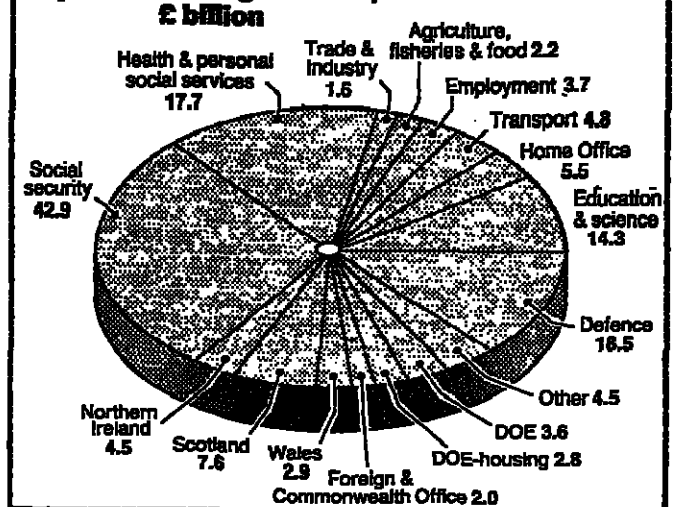
However, this does not necessarily represent the rise in average Civil Service pay. The Treasury has dropped the central pay assumption from its plans.

The White Paper includes large reserves for unforeseen contingencies over the next three years - £4.5 billion in 1986-87, as part of the £12.5 billion on offer over a four-year period.

The overall plans assume that unemployment remains stable at three million and that inflation falls to 3 per cent by 1987.

Leading article, page 15

Department budgets 1986/87



HEALTH AND SOCIAL SECURITY

Pensioners and disabled to gain from £46bn package

By Nicholas Timmins, Social Services Correspondent

Spending on social security, which makes up about 30 per cent of all government expenditure, is to rise from £41.2 billion this year to just under £46 billion by 1988-89.

Spending on pensioners makes up nearly half that total, with spending on the sick and disabled accounting for a significant part of the remainder.

The numbers who have been unemployed for more than one year stand at 1.3 million, and more people are joining the dole queues without a sufficient contribution record to qualify for unemployment benefit.

Since 1980-81, the rising numbers of unemployed have added £2.75 billion to social security spending, accounting for almost 30 per cent of the extra £9.5 billion spent on social security.

The figures also show big rises in the numbers receiving disability benefits, the result in part of better take-up of the existing benefits, but also probably an effect of rising unemployment.

The Department of Health and Social Security said yesterday that it was investigating why claimants for invalidity benefit have risen 40 per cent in five years.

The White Paper confirms that pensions and other benefits are expected to rise by only 1 per cent in July, an increase of only 38p for a single pensioner and 61p for a couple, as the uprating date for benefits is moved from November to April to coincide with the Government's social security reforms.

The uprating this July will be followed by one in April 1987, which is expected to be a 2.25 per cent increase, with the following uprating in April 1988 when the social security reforms come in based on a 3.25 per cent increase.

Charges for drugs set to rise by 10p

By Nicholas Timmins, Social Services Correspondent

Prescriptions charges look set to rise at least 10p to £2.10p in April, with a further 15p increase to £2.25p next year, figures in the White Paper suggest.

The increases are slightly ahead of the presumed rate of inflation, 1 per cent more this year, and roughly double the expected rate of inflation in 1987-88, but far smaller than the 25 per cent increase last year.

Similar sized increases in dental charges would be needed to match the income anticipated to come from NHS charges, which is expected to rise from £362 million this year to £430 million by 1988-89.

Spending on the National Health Service as a whole is due to rise at about 1 per cent more than the anticipated pay and price increases, allowing the service to cope with the growing numbers of the elderly.

As in recent years money to meet technological advances and otherwise improve services will have to come from efficiency savings, which are expected to total £150 million this year and to be larger again next year. Competitive tendering for laundry, catering and cleaning services is expected to contribute significantly to that increase.

Capital spending on hospitals is being cut in real terms, with increases of only 2.9 per cent next year, against the expected inflation of 4.5 per cent, and increases in the succeeding two years running just behind the anticipated inflation rate.

Health authorities are expected to raise significant extra sums from the sale of NHS land and buildings, including nurses' homes, with receipts this year running at about £50 million.

Overall, 13,000 jobs have been cut from the NHS, almost all of them among ancillary workers, with the number of whole-time equivalent staff employed down to 816,000 from the peak of 829,000 in 1983.

NATIONALIZED INDUSTRIES

Deficit set to fall despite privatization

By Jeremy Warner, Business Correspondent

The Government is counting on a dramatic improvement in the financial performance of the nationalized industries to help meet its expenditure plans.

It is estimated that the total cash deficit of the nationalized industries will fall substantially during the next four years, in spite of the continued privatization programme which is removing some of the more profitable industries from the public sector.

The amount of government finance needed to pay for losses and investment will fall to £2.193 billion this financial year from the miners' strike inflated figure of £3,827 million. Looking further ahead, the Government expects that the cash deficit for the industries will drop to £529 million in 1986-7, £67 million in 1987-88 and that there will be a small surplus of £27 million in 1988-89.

LAW AND ORDER

Cash curb on justice system

By Peter Evans, Home Affairs Correspondent

The steep rise in spending on law and order, seen as a key part of the Government's election strategy, is being reined in. After the Conservatives came to power, expenditure on the criminal justice system doubled from about £2 billion in 1979-80 to about £4 billion in 1985-86.

"The Government has increased substantially the manpower of the police, the probation service and the prison service and has begun the biggest prison building programme to take place this century", the White Paper says.

But spending on the criminal justice system is about to slow. In 1986-87 it is planned to be about £4,161.75 million; in 1987-88, £4,207.5 million; and in 1988-89, £4,267.5 million.

Yet the intense pressure on the system is expected to continue. Plans for spending on higher courts assume a continuing increase in criminal business, which is forecast to rise from 77,000 commitments for trial in 1984-85 to 95,000 in 1988-89. There has been an overall increase in commitments since 1979-80 of 48 per cent.

The Government is no longer funding police expansion at the same rate. Between March 31, 1979, and March 31, 1983, police strength grew by 8,983, or 8 per cent, to 120,116. The numbers in 1988-89 are planned to be 121,808. But police civilians will increase from 44,573 in 1985-86 to 45,660.

The most remarkable feature of the law and order spending programme is the continuing priority given to prison building. The average inmate population is projected to be 50,600 by 1988-89 compared with 46,900 in 1985-86. It rose to 48,000 this financial year.

Since June 1970, 4,700 new prison places have been provided by prison building and refurbishment and a further 4,300 are planned by 1988-89. Since June 1979 three new prison establishments have been completed, five are under construction, a further six are at various stages of design and two are at the feasibility study stage.

Prison service manpower is planned to increase by 1988-89 by 2,905 officers and 613 other staff, to service the refurbished accommodation.

In the passport department in 1984-85 staff costs were £8.3 million.

N IRELAND

Terrorism fight is backed

Public spending in Northern Ireland is to increase by 12.5 per cent during the next three years with the figure for 1986-87 representing an increase of £250 million on the previous estimate.

Expenditure is to rise from £4,520 million in 1986-87 to £4,810 million in 1988-89, with the Government giving highest priority to support for law and order in the battle against terrorism; housing; and industrial development.

Scotland will receive £7,573 million from the Government for the next financial year, an increase of more than 5 per cent. Health spending will increase by about £100 million more than originally planned. The budgets for health and personal social services in Scotland in the coming year will be £2,423 million, rising by 1988-89 to £2,620 million.

Welsh farmers, already reeling under the impact of tighter milk quotas will be told that government grants for their industry will be 27 per cent less in 1986-87 than in the previous financial year. The distinction is not as dramatic as it appears, however, as a change in the timing of EEC rates meant they received less premium payments last year.

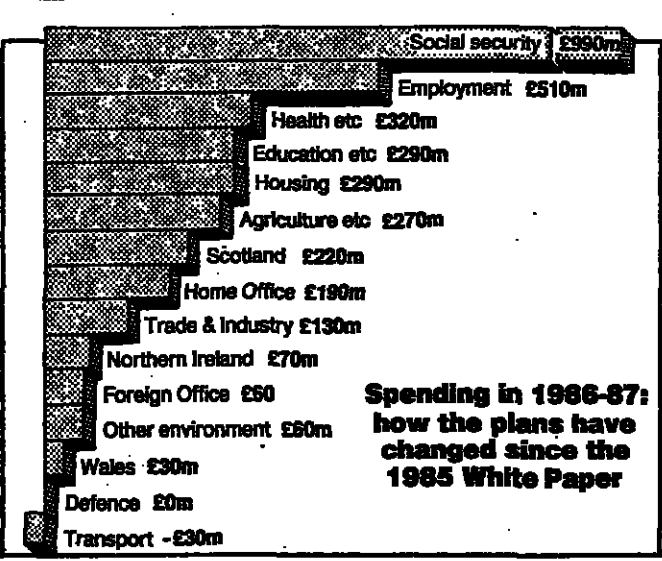
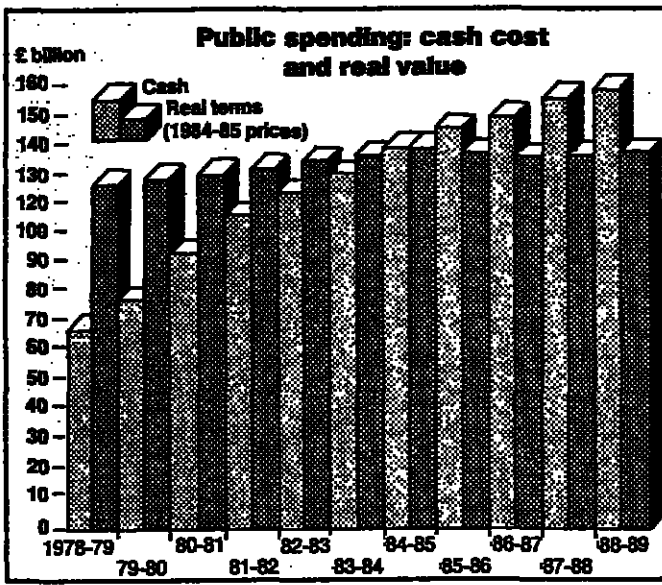
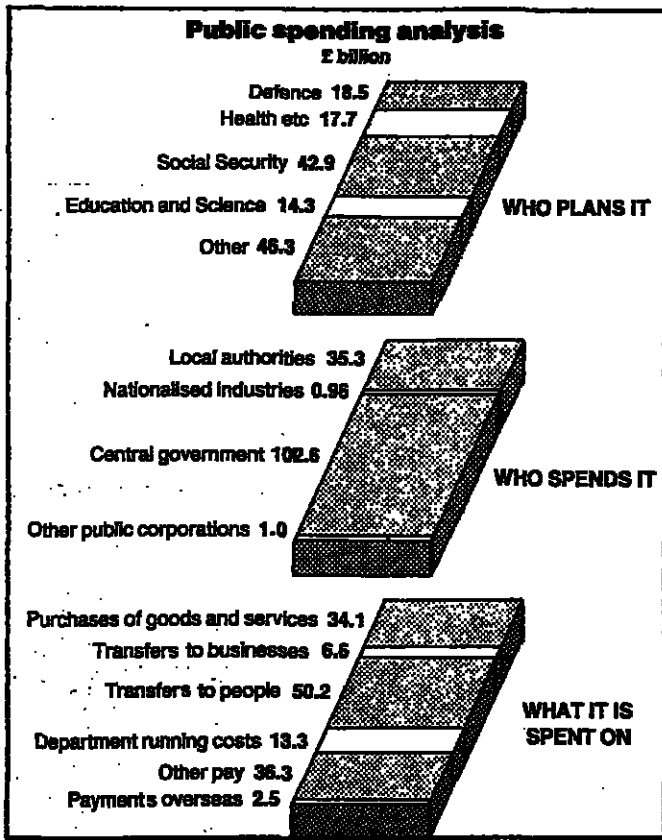
Total expenditure for 1986-87 is £2,904 million. Britain's net payments to the European Community are only half as much as they would have been without the hard-fought Fontainebleau agreement and earlier deals.

As a result of the agreement, Britain will be exempted an average of more than £1,000 million a year over the next three years.

Plans to hold down spending on the arts and persuade institutions to look for other sources for real increases in their income are confirmed. On present assumptions, spending will increase "slightly more slowly" than the forecast rate of inflation.

The Sports Council's budget to increase participation in sport is to rise from this year's £22 million to £23 million. Each of the council's work will be aimed at young people in inner city stress areas.

The council's increased budget is part of a planned 28 per cent rise in government spending through environmental changes from £123 million to £146 million. The largest increase will go to The Nature Conservancy Council, which is to receive £32 million instead of its year's £23 million.



Public spending in cash terms by department (£ billion)

Department	1985-86	1986-87	1987-88	1988-89
Defence	18.5	18.5	18.5	18.5
Health and Social Security	42.9	42.9	42.9	42.9
Education and Science	14.3	14.3	14.3	14.3
Other	46.3	46.3	46.3	46.3
Local authorities	35.3	35.3	35.3	35.3
Nationalised Industries	0.98	0.98	0.98	0.98
Central government	102.6	102.6	102.6	102.6
Other public corporations	1.0	1.0	1.0	1.0
Purchases of goods and services	34.1	34.1	34.1	34.1
Transfers to businesses	6.6	6.6	6.6	6.6
Transfers to people	50.2	50.2	50.2	50.2
Department running costs	13.3	13.3	13.3	13.3
Other pay	38.3	38.3	38.3	38.3
Payments overseas	2.5	2.5	2.5	2.5
Planning total	120.3	129.6	134.2	143.9
% change on previous year	+8.1	+7.8	+3.5	+3.5
General government gross debt interest	14.5	16.1	18.0	18.5

OVERSEAS AID

Famine relief spurs rise of 5%

By Patricia Clough

Britain will be giving more aid to poorer countries over the next three years in response to the sympathy generated by Live Aid and other famine relief appeals.

The figure will go up by 5 per cent to £1,259 million in 1986-87 and by another £100 million and £140 million respectively in the two years following.

The increase for next year is £57 million, which is £17 million more than the Govern-

ment had originally planned but still considerably less than the £200 million for which Sir Geoffrey Howe, the Foreign Secretary, had asked. The Treasury had wanted overseas aid to be cut, however.

Britain's official contribution to emergency aid in Ethiopia, Sudan and other sub-Saharan famine areas in 1984-5 and 1985-6 is at least £177 million, of which £13 million was met by the Ministry of Defence for

the airlift using Hercules aircraft of the Royal Air Force. Savings in cost and manpower in the Foreign and Commonwealth service on the other hand, meant that commercial officers in embassies abroad are less able to find new export opportunities and develop new trade contacts.

Instead, they are tied to dealing with requests from British firms for market advice and administrative support and

finding agents and distributors. The country is also getting a "rather less comprehensive overseas coverage" in the political, information and consular fields because of the cuts.

In spite of a substantial increase in workload, running costs in the FCO have declined by 5 per cent since 1983-4 and staff reduced by 11 per cent, compared with 1979. Further reductions are planned

DEFENCE

£360m fall forecast in cost of Falklands operation

By Rodney Cowton, Defence Correspondent

The real value of Britain's defence budget is expected to fall by at least 5 per cent over the next three years. This confirms figures published last autumn showing a small annual increase in defence spending which will rise from about £18.2 billion in the present financial year to £19 billion in 1988-89.

However, on the Treasury's assumption about inflation the real value of these sums will fall by about £1.2 billion. Because defence spending costs tend to rise by about 1 per cent a year more than the general rate of inflation this Treasury forecast

could be an underestimate. This decline will be partially offset by the fact that the cost of military construction in the Falklands, and of maintaining a garrison there, is forecast to fall from £552 million this year to £192 million in 1988-89.

If spending in the Falklands is included, the real value of the defence budget will decline by roughly 7 per cent by 1988-89, and by about 5 per cent if the Falklands are excluded.

Ministry of Defence sources point out that this is a slow rate of decline from a high plateau. On Treasury estimates defence

spending has risen in real terms by about 30 per cent between 1978-79 and 1985-86. On ministry estimates, which take account of the tendency of defence costs to rise more rapidly than the economy as a whole, the increase over the last seven years would be about 20 per cent.

Mr George Younger, the new Secretary of State, is thought to share the view of his predecessor, Mr Michael Heseltine, that this gradual decline can be accommodated without any significant shift in defence policy.

EDUCATION

Increase in funding for universities

By Peter Evans, Home Affairs Correspondent

Selective increases in funding for the universities and research amounting to £20 million a year over the next three years are announced in the White Paper which otherwise envisages reductions in education spending.

Although expenditure on local authorities is being increased by 5.8 per cent in 1986-87 over the allocated total in 1985-86, that is below the amount actually being spent this year. It amounts to £14,320 million, an increase of £300 million over the original allocation.

Figures for spending in 1987-88 and 1988-89 have been calculated by rolling forward next year's figures by two years. Local authorities' capital and revenue budgets are being cut, with the cuts falling particularly heavily on the school meals service. Spending on meals and milk is to decline from £426 million this year to £280 million next year and in the years thereafter.

The plans assume big cuts in surplus school places and in teacher numbers. The Govern-

ment wants to see student/staff ratios in non-advanced further education tightened to reach 9:1 in 1986-87. Local authority capital spending, presently at £409 million, is being squeezed to £308 million next year.

University spending is being cut in real terms by 1.6 per cent next year. Its current grant will be £1,413 million, but the grant to improve equipment in selected centres of research is being raised from £7 million to £10 million in each of the financial years 1986-89.

The science budget, which goes to the research councils, is to be increased by £13 million a year. Although the universities will receive an extra £21 million next year and in 1987-88, and an extra £24 million in 1988-89.

There will be more money for student grants because of increasing student numbers and a higher percentage of mandatory grant-holders. Next year an extra £25 million has been allocated for this purpose, the year after £23.5 million, and the year after that £21 million.

ENERGY

Coal board set to make a profit by 1990

By David Young, Energy Correspondent

The National Coal Board is expected to convert its recent big losses into profits by the end of the decade.

The State-run energy industries - electricity, coal and nuclear - are expected to be running at an overall profit by 1987-88. British Gas will have moved into the private sector by the end of next year.

The figures published yesterday show that the miners' strike cost the electricity industry a total of £2,020 million in extra oil purchases, but also show that the Department of Energy as a whole will become a projected income of £550 million.

The Department of Energy will continue to set aside large sums under the redundant miners' payments scheme, £514 million in the current year, £486 million next year and then £270 million in 1988-89.

The amount set aside for promoting energy efficiency will increase from £16 million a year to £20 million in 1987-88 and 1988-89.

EMPLOYMENT

Expansion of aid for young

By David Felton, Labour Correspondent

Spending by the Department of Employment next year is set to rise by £4 million largely because of expanded programmes to help the young and the long-term unemployed.

Total extra spending on the Community Programme (CP

Coup attempt denied after Lesotho troops ring Prime Minister's offices

From Ray Kennedy, Johannesburg

Troops of Lesotho's paramilitary force threw a cordon around the offices of Chief Leabua Jonathan, the Prime Minister, in the capital, Maseru, for five hours yesterday, but last night the government denied that there had been an attempted coup.

However, sources within the Government insisted that a power struggle was taking place. Mr Desmond Sirake, Lesotho's Minister of Information, said last night that there was "nothing astonishing" in the military movements, which were part of an exercise to check security.

He added that they were not in any way connected with the tough border clampdown which has imposed on the tiny, mountainous kingdom which is totally dependent on South Africa for essential supplies.

The developments came after the arrests on Tuesday of five Lesotho opposition leaders who held talks last week with Mr. F. P. Botha, the South African Foreign Minister.

The state-controlled Radio Lesotho claimed the five had provided South Africa with advice "on how the Government of Lesotho could be brought down".

Last September Chief Jonathan cancelled a general election after the opposition Basuto Congress Party refused to contest it claiming it would be rigged. It would have been the first poll in Lesotho since 1970 when Chief Jonathan declared the results of its first post-independence election null and void.

Yesterday about 100 men of

the paramilitary force surrounded the Prime Minister's residence and the offices of other cabinet ministers in the centre of Maseru, and ordered clerical staff to leave. Workers scurried into the streets as the troops began systematic searches of offices.

The whereabouts of Chief Jonathan and King Moshoeshoe 11, the head of state, who were to have met for lunch, were not immediately known.

South Africa began its border blockade on New Year's Day after the United Nations Security Council condemned it for an armed raid into Maseru last month in which nine people, six of them members of the outlawed African National Congress (ANC) were killed.

South Africa denied Lesotho's claim that its troops were involved and the Lesotho Liberation Army, the militant wing of the congress party, which Lesotho claims operates from the adjoining Orange Free State, claimed responsibility.

According to South Africa, the clamp-down on the border traffic became necessary because of evidence of an ANC build-up in Lesotho and the refusal of Chief Jonathan's Government to sign a pact with Pretoria aimed at forcing the ANC to abandon Lesotho as a launching pad for guerrilla raids.

Sir Patrick Moberly, British Ambassador to South Africa, yesterday met Mr Ron Miller, Deputy Foreign Minister, to deliver a British Government message over the border closure and the resulting hardship for Lesotho.

An embassy spokesman said the message could "certainly not be described as a warning" and Sir Patrick's call "on instructions from London" was "to express the view that we hope that the restrictions on border traffic would be lifted and that both sides should embark on dialogue to resolve their differences".

Mr Botha, the Foreign Minister, reacted with typical bluntness and said the border measures had been instituted because Lesotho was prepared to accommodate terrorists.

"I would welcome it if the British Government could approach the Lesotho Government on this important matter," he said. "At the same time it can also put pressure on the Lesotho Government to hold free elections."

Late yesterday, several hours after the cordon around Chief Jonathan's residence was lifted, the paramilitary troops were still patrolling Maseru in armoured personnel carriers.

Tension in the small capital, which is adjacent to the border, remained high and South African refugees were reported to be fearful that they might be arrested and expelled from the country.

Government officials were drawing up a list of emergency supplies they hope will be airlifted into the country.

Petrol has already been rationed and food stocks are running out. Electric power supplies from South Africa have been cut and the South African post office has stopped handling Lesotho mail, according to Government officials.



Queen Beatrix of the Netherlands and her husband, Prince Claus (right), receiving a traditional Indian welcome in Allahabad yesterday, during a 10-day tour of the country. With them is Mr Rajiv Gandhi, the Indian Prime Minister.

Kennedy flees mob in Chile

By Rupert Morris

Santiago, Chile (AFP) — Senator Edward Kennedy, who intends to meet only opposition groups, has to use a military police helicopter to avoid right-wing, pro-Pinochet demonstrators who blocked his exit route from the international airport here with their cars, hurled eggs and attacked opposition figures.

The chairman of the Chilean Human Rights Committee, Señor Jaime Castillo, was injured in clashes and the car of the Christian Democrat leader, Señor Gabriel Valdés, was battered with stones and sticks.

It is typical of the convoluted politics of South Yemen that an attempted coup by a pro-Soviet faction should be branded "counter-revolutionary" by Tass, the official Soviet news agency.

Yet this appears to be the fate of Abdur-Fatih Ismail, the former President of South Yemen reportedly executed on Monday, and his attempt to unseat his successor, President Ali Nasser Muhammad.

South Yemen, once a British colony sustained by Arab princes and boasting the thriving Middle Eastern entrepot of

Moscow puts stability first as it takes sides in Aden battle

By Rupert Morris

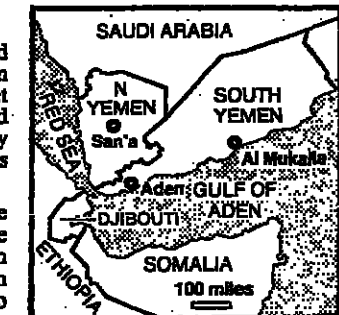
Aden, acquired independence in 1967, and has since adopted a more or less solidly pro-Soviet stance.

But Soviet policy in this area has shifted gradually over the past few years towards the maintenance of stability, even at the expense of Marxist ideology.

Thus in May 1984 when neighbouring North Yemen was threatened by left-wing guerrillas, the Soviet Union's response was to supply the Government with more arms and military advisers.

North Yemen, which Yemen, which 20 years ago was a bogy country in Western eyes for its republican tendencies — when South Yemen and parts of the north were still royalist and conservative — has since moved towards a posture of resolute neutrality, still friendly with Russia but anxious to reach agreement with its pro-Western neighbours in Saudi Arabia and Oman.

South Yemen, by contrast, has been a volatile mixture of Marxist dogma and tribal loyalties.



SAUDI ARABIA SOUTH YEMEN NORTH YEMEN GULF OF ADEN ADEN SOMALIA ETHIOPIA 100 miles

former guerrilla leader Salem Rubaye Ali took power and named it the People's Democratic Republic of Yemen. He was ousted and executed in 1978 and ties with the Soviet Union, already close, were consolidated. A thaw in relations with Gulf neighbours and signs of a desire to lessen dependence on Moscow followed the inauguration of Ali Nasser Muhammad.

Aden was held by the British from 1869 to 1967. In 1969 the

State that needs food aid

The People's Democratic Republic of Yemen (South Yemen), estimated population 2.2 million in 1983, is one of the poorest Arab countries, with 1981 per capita income estimated by the World Bank at \$460 (£320). Less than one per cent of the total land area is cultivated and food aid has been needed.

Aden was held by the British from 1869 to 1967. In 1969 the

Race ruling could free killers

From Michael Binyon, Washington

Blacks cannot be legally convicted if the grand jury indicting them deliberately excludes members of their own race, the Supreme Court here had ruled. It had therefore overturned the conviction of a California man imprisoned since 1963 for the brutal murder of a 15-year-old girl.

The 6-3 ruling could open the way to reversing the conviction of thousands of murderers and other criminals who could show that their own juries sending them for trial did not contain members of their own race. In this case, the decision does not necessarily free the prisoner, Booker Miller,

because the justices ruled that his subsequent trial and conviction by a trial jury was fair. Legal experts doubt whether the ruling will lead to the actual release of criminals from minority groups.

The justices unanimously affirmed that the exclusion of blacks from a grand jury was unconstitutional. But they disagreed on whether this violation, of black defendants' rights, invariably meant their convictions should be overturned.

Justice Thurgood Marshall, speaking for the majority, said a grand jury with strong evidence of a defendant's guilt might be affected by its racial composition in deciding whether to charge a greater or lesser offence, especially in charges carrying death penalty.

Arguments on this very point of view were at the heart of a case heard by the court on Monday, which is potentially more far-reaching. This was an appeal by the state of Arkansas against a lower court ruling that states do not have the right to disbar jurors who would refuse to convict a murderer if he faced the death penalty.

If Arkansas, one of 33 states vetting potential jurors, loses, many of the 1,500 people in death rows throughout the US could demand retrials.

Some 47 per cent of the nation favoured punishing political opponents, 22.2 per cent were against such penalties. President Reagan's popularity had dropped considerably over the past few years, the column said. Only 5.3 per cent preferred President Reagan's approach to the Geneva summit to that of the Soviet leader, Mr Mikhail Gorbachev. Mr Gorbachev earned a 35.5 per cent approval rating for his Geneva presentation.

It seems clear that not everybody answered honestly about their loyalty to Solidarity. Last September 27 per cent of adult Poles told Colonel Kwiatkowski's questionnaire that they were members of Solidarity before the declaration of martial law in 1981. By December last year that number had dropped to 23 per cent.

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Christians in Beirut tank clashes

Gemayel fighters force a truce

Beirut (Reuters) — Rival Christian militias have agreed on a cease-fire to halt bloody tank and artillery battles that raged in east Beirut for at least 10 hours yesterday, the Christian Voice of Lebanon radio said.

The radio, now controlled by Phalangist fighters loyal to President Amin Gemayel, said the truce came after intensive peace efforts by the Phalangist party leader, Mr Elie Karameh.

Despite the truce, steady machine gun fire continued in the eastern sector as followers of "Lebanese Forces" militia chief, Mr Elie Hobeika battled with those of his hardline chief-of-staff, Mr Samir Geagea.

Christian political sources said Hobeika was trapped in his east Beirut headquarters by

Mr Geagea's men and the former militia commander, Mr Fuad Abu Nader, was negotiating a cease-fire.

Asked about reports that Mr Hobeika had been killed, Mr Abu Nader said: "He is alive and we hope he will stay alive."

He added that pro-Syrian militias had attacked President Gemayel's mountain village of Bifaya 11 miles north-east of Beirut. "The Syrians at the moment are trying to put on a bit of pressure in an attempt to relieve pressure on the forces of Mr Hobeika."

Tanks, heavy artillery and heavy machine guns were used in battles that erupted in east Beirut and its hinterland at dawn.

The fighting stems from disputes over a Syrian-brokered

agreement Mr Hobeika signed on December 28 with Druze and Shia Muslim militia leaders in an attempt to end Lebanon's civil war.

Mr Gemayel has refused to endorse the pact, which reduces the President's powers and gives Muslims more political weight.

The Pope appealed from the Vatican to Lebanon's Christians to stop fighting each other, saying their common faith should encourage harmony.

The Christian political sources said Mr Hobeika's men, realizing that the battle was not going their way, had asked Mr Abu Nader to act as mediator.

Residents said Mr Geagea sent 60 tanks and troop carriers down the coast road as fighting flared at the Lebanese Forces' east Beirut headquarters.

Pakistan downs Afghan jet

Isfahabad (Reuters) — Pakistani border guards shot down an Afghan MiG21 jet when it entered Pakistan's air space on Tuesday, with three other planes, officials in the frontier city of Peshawar said yesterday.

The officials said the fighter crashed on the Afghan side of the mountainous border after being hit by anti-aircraft fire near Kharlachi, 95 miles west of Peshawar.

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Chun says Seoul at crucial point

From David Watts, Tokyo

President Chun Doo Hwan believes that South Korea is at "a crucial point" in its national history, and must have a peaceful change of government when his term expires in 1988.

The future of democracy in the country depends upon whether a tradition of peaceful change can be established at that time," he told a function celebrating the fifth anniversary of the founding of his Democratic Justice Party in Seoul.

He also designated the holding of the Asian Games this year and the Olympics in 1988 as "national tasks". Success in holding both these events would ensure South Korea's place in the community of advanced countries.

By doing so, the whole nation's stabilized development will follow and our supremacy over North Korea will be confirmed, with brightened prospects for the Fifth Republic's achievement of reunification.

In an apparent swipe at the opposition's signature campaign, calling for revision of the constitution, President Chun called it "deplorable" that there had been signs of the revival of the politics of "agitation and unlawfulness" in some sectors.

After the President's address the meeting passed a resolution pledging to "smash any attempt to disrupt constitutional rule".

The Government, meanwhile, indicated seven position politicians after two days of interrogation in connection with a scuffle in the National Assembly last December. The indictments were immediately criticized by the opposition New Korea Democratic Party, which had been under the impression that a political rather than a legal way out of the impasse would be found.

Altogether 17 members of the party have been questioned and there may be further indictments. Three further opposition members are awaiting trial on criminal charges.

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Israel says Soviet Navy ready to warn allies of attack

From Ian Murray, Jerusalem

The Soviet Union has increased naval activity in the Mediterranean in expectation of an Israeli attack on Libya and will warn "countries who host terrorism" if Israel attempts to mount a military operation against them according to Mr Yitzhak Rabin, the Israeli Defence Minister.

Speaking to an international colloquium on the Jewish press, Mr Rabin said that there was much more activity by the Soviet fleet in the Mediterranean at the moment "to make sure that they can give a warning if something starts from Israel".

He said that Israel would still

continue to attack the perpetrators of terrorist acts, but not necessarily immediately after an atrocity such as the attacks on Rome and Vienna airports. "We are not going to do the expected," he said. "But we will still continue to fight one long, hard war against terrorism."

He warned that no country which in any way supported terrorist organizations would have an excuse for immunity, "from the craziness of Libya to the weakness of Tunisia".

The biggest military threat to Israel came from Syria, he said. "But Syria should know that Syria alone does not present a

real threat to the very existence of Israel. At the same time, we cannot trust their logic to see things that way and we must be prepared to fight."

He continued: "I believe that any war we are forced to fight, we will win."

● SUEZ The US aircraft carrier Saratoga entered the Suez Canal from the Red Sea yesterday morning, heading for the Mediterranean to give the United States two carrier groups in the region (AFP reports).

● ISTANBUL A Soviet navy guided missile cruiser and a frigate passed through the Bosphorus early yesterday en route to the Mediterranean.

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● CAUTIOUS

Mitterrand and Kohl will seek to intensify military links at summit

By choosing Baden-Baden, headquarters of the French troops, stationed in Germany, for their first summit meeting of 1986 today, President Mitterrand of France and the West German Chancellor, Helmut Kohl, hope to underline the importance of the Franco-German military cooperation for the defence of Europe.

After a difficult year for bilateral relations, darkened notably by differences over the US Strategic Defence Initiative, the European Defence Initiative, the General Agreement on Tariffs and Trade, and the reform of the European Monetary System, the two leaders are determined to chase away the clouds and, in the words of their two Foreign Ministers, "to make 1986 the Franco-German year for Europe."

With the threat of direct West German participation in SDI now removed, the two countries intend to concentrate on much closer bilateral military cooperation with the possibility of discussions on development of a joint anti-missile defence on the agenda. France continues to insist, however, that there is no

question of extending the French nuclear umbrella automatically to cover West Germany.

The Germans are nevertheless clearly excited by the possibilities opened up by closer cooperation. Herr Hans-Dietrich Genscher, the West German Foreign Minister, spoke in Bonn last week of Franco-German cooperation in defence becoming the "nucleus of a European defence policy."

Without such cooperation, he went on, "the Europeans must be satisfied for the indefinite future with an unbalanced domination by the superpowers and by an anachronistic, bipolarized world totally oriented towards Washington and Moscow. That would be in accordance neither with our hopes nor our interests."

Herr Genscher also expressed the view that "fresh interests in security matters are inseparable from those of the Federal Republic," adding that those interests "do not start only at the Rhine, but already at the Elbe."

M. Paul Quilès, the French

Defence Minister, announced plans last week for a big Franco-German military exercise next year involving 150,000 men, including the 45,000 members of the newly-formed French Rapid Intervention Force, and 45,000 men from the French Second Army stationed in Germany.

It will constitute the largest joint military exercise undertaken by the two countries since the Second World War.

Describing himself as "very satisfied" with Franco-German military co-operation, M. Quilès said 20 important bilateral exercises had already taken place last year, as well as a further 50 or so small-scale joint manoeuvres below regimental level. There had also been a considerable exchange of senior staff, military instructors and training officers.

Apart from intensifying their military co-operation, France and West Germany will also be seeking this year to revive their traditional joint role as the "motor of Europe," and to launch new bilateral projects in industry, technology and defence.

Court ruling bars Greens from secrets committee

From Frank Johnson, Bonn

West Germany's left-wing environmentalists, the Greens, were yesterday the subject of a dispute about whether their MPs could be trusted with confidential information about the country's secret services.

The Federal Constitutional Court at Karlsruhe, by a vote of 6-2, had rejected a complaint by the Greens about their having been excluded from the parliamentary committee on the budget. One of the committee's powers is to oversee the financing of the intelligence services.

The composition of the committee is ultimately determined by vote of the parliament majority, which at the moment is in favour of keeping the Greens out.

Most participants in the quarrel, for and against, yesterday

showed signs of relishing the row - except, perhaps, the social democratic (SPD) leadership, which wants to fight a moderate election campaign next year and is worried about any identification with radicals.

SPD people, however, went through the motions of condemning the decision.

Herr Otto Schilly, one of the best-known Green MPs, said the court's action was "a defeat for parliament." Other Greens pointed out with glee that the recent security scandals, such as the defection to the East of the counter-espionage official, Herr Hans Jochen, and spying by an alarming number of secretaries in sensitive departments, had nothing to do with the Greens.

The benefit of their more radical followers, the Greens were able to depict the ruling as

an example of the way bourgeois institutions conspire against them. Christian Democrat politicians phrased that another way by claiming that the court ruling justified the belief that the Greens owed no allegiance to the Federal Republic's institutions.

The court's judgement said that there were "compelling reasons" why "the public welfare" required that the proceedings of the committee, when dealing with the secret services, should be confidential. Some newspapers, including the liberal *Frankfurter Rundschau* which deplored the court's action, pointed out that the Greens had only themselves to blame because many of them said that the state should not have any secrets.

Palestinian smuggler gets 7 years

Larnaca, Cyprus (Reuters) - A court here jailed a 26-year-old Palestinian, Sami Anis Nakeen Nasr, for seven years after he admitted trying to smuggle arms hidden in Chianti wine bottles on to a Swissair flight to Jordan on December 17.

Star makers

Livermore, California (AFP) - Researchers at Lawrence Livermore National Laboratory say they created a "tiny little star" using lasers to produce fusion energy. For a billionth of a second, they approximately duplicated the temperatures and pressures at the centre of stars by aiming 100 trillion watts into a spot the size of a pinpoint.

Dangerous kiss

Harrison, Michigan (AP) - A 25-year-old woman was charged here that she bit off part of her boyfriend's tongue as they kissed. Accused of assault with intent to maim and aggravated assault, she was freed on \$5,000 (£3,500) bail.

Verdict date

Delhi (Reuters) - The judge in the Indira Gandhi murder trial set January 22 for the verdict on the three Sikh defendants accused over the assassination of the former Indian Prime Minister. The hearing began in May last year.

Drugs swoop

Marseilles (AP) - French, Italian and US narcotics agents carried out simultaneous raids and arrested 19 Sicilians said to be financiers of heroin traffic to the United States. A two-year operation netted seven people here, six in Italy and six in New York.

Death at 121

Cape Town (AFP) - Jeanette van der Westhuizen, believed to be South Africa's oldest woman, has died at the age of 121, relatives said. Born in the town of Calvinia in 1864, she left more than 100 descendants.

Darts attacks

Brandon, Florida (AP) - A teenager has been accused here of using a blowgun to shoot at seven people, aged from nine to 61, and police are trying to find out how he got the weapon.

Crew rescued

The Hague (Reuters) - Dutch Navy helicopters rescued 27 seamen after violent storms drove their cargo ship, the 15,000-ton Rio Grande, aground on the coast near here.

Tamil tea workers win status battle

From Vijitha Yapa, Colombo

Sri Lanka's decision yesterday to grant citizenship to 94,000 tea plantation workers of Indian origin has ended a problem which has affected relations between Colombo and Delhi since Sri Lanka gained independence in 1948.

The necessary legislation will be presented in Parliament next month. The Ceylon Workers' Congress, whose 400,000 members began half-day prayer sessions on Tuesday to press their demands, said they will be called off today.

Nearly a million Tamils of Indian origin, including descendants of those brought in by the British under the colonial administration to work on the plantations, were treated as stateless, with no voting rights, after independence.

In 1964, Mrs Sirima Bandaranaike, then Prime Minister, came to an agreement with the Indian Prime Minister, Lal Bahadur Shastri, whereby 525,000 Tamils would be granted Indian citizenship and 300,000 Sri Lankan citizenship. About 150,000 who were not covered by the agreement were shared out between the two

countries in an agreement in 1974. Natural increases in the Tamil population were also covered by both agreements.

But more applied for Sri Lanka than for Indian citizenship. Some who applied to Sri Lanka were refused citizenship and then applied to India, bringing its total to 506,000. But 94,000 who had been turned down by Sri Lanka did not apply to India and have remained stateless.

Mr Rajiv Gandhi, the Indian Prime Minister, said this month that Tamils who are to be repatriated to India under the agreements will not be accepted until the 100,000 Sri Lankan refugees in South India are able to return to the island.

The Indian High Commissioner in Colombo, Mr J. N. Dixit, said yesterday India would stand by its commitments and grant citizenship to all the 506,000 who have applied, but could not give a date by which they would be repatriated. He said 421,207 people had already been given Indian citizenship.

Opposition chief in Liberia on treason charge

Monrovia (AFP) - President Samuel Doe, who became Liberia's civilian leader earlier this month after five years leading a military regime, announced a new government including all but five of his former ministers.

He was also quoted by state television as ordering the reopening of the borders with Guinea and Ivory Coast.

Meanwhile, the Justice Minister, Mr Jenkins Scott, said that the opposition leader and former Finance Minister, Ellen Johnson-Sirleaf, had been charged with treason.



Johny, a 257lb gorilla, taking a deep breath as Dr Andrew Sutter, a veterinary surgeon, listens to his heart during an annual check-up at Audubon Zoo, New Orleans.

Five taxi robbers executed in Peking

From Mary Lee, Peking

The Chinese authorities have launched a new campaign against attacks on taxi drivers in Peking with five executions, newspapers here reported.

Robberies of taxi drivers, the *People's Daily* said, have become "one of the most serious problems of public security in the capital."

The executions were carried out at a public rally. Three of those executed had robbed and killed a taxi driver while the other two had wounded a driver, causing him to crash his cab and then robbed him of 60 yuan (£13).

Three other men who had committed seven of the 10 taxi

robberies last year were given a suspended death sentence, life and five years in prison respectively. The newspapers said there had been only one case of taxi robbery in the previous 35 years.

Taxi drivers are especially vulnerable because they are usually paid in foreign exchange certificates (FECs), the much sought-after currency used by foreigners in China. Their preference for foreign passengers, who must pay in FECs, has also made them highly unpopular with their countrymen who can only pay in renminbi, the Chinese currency.

Meanwhile the party-run press continued to publicize the campaign against corruption in the party and government ranks.

Yesterday, the *People's Daily* carried two front-page articles on the campaign. One, a commentary entitled "The whole country is looking on Peking," lectured cadres in the central Government and party offices on the need to set a good example and stop indulging in "empty talk."

The second was a joint circular from the Central Discipline Inspection Commission and the Central Commission for Political Aff-

airs and Law (which oversees the courts and police and is also leading the top-level campaign against corruption).

The circular condemned swindlers and speculators who had tricked people by using the slogans "opening to the outside world," "revitalizing the economy" and "reform." It also alluded to "some leading cadres' children who became the tools and shield for Huang's criminal activities."

Diplomats here said there were no signs so far of any change in contacts with foreign businessmen as a result of the new drive against corruption,



Victims of the Mali desert helicopter crash (left to right): Francois-Xavier Bagnoud, the pilot; pop star Daniel Badoevine; Nathalie Odent, a Paris reporter; and Thierry Sabine, the Paris-Dakar rally organizer.

Five die in Paris-Dakar rally air crash

Paris (AP) - Thierry Sabine, founder and organizer of the Paris-Dakar rally, and three others were killed on Tuesday in a helicopter crash in the Mali desert, M. Sabine's Paris office announced yesterday.

It said that in accordance with Thierry Sabine's wishes the 9,300-mile rally would continue to its finish at Dakar, on January 22.

A statement said the helicopter crashed five miles from Gao, 60 miles from Timbuktu and the end of the day's stage from Niamey in Niger. M. Sabine it added was flying low to ensure the safety of competitors after a heavy sandstorm had blown through the day.

A reporter for the French radio station Europe No1 who visited the crash site said the helicopter apparently hit a sand dune after flying some 90 miles over completely flat country.

The craft disintegrated and the bodies of the occupants were flung out, he said.

M. Sabine, aged 36, a veteran of desert exploration by car, founded the Paris-Dakar rally eight years ago, and it has grown into a big adventure event, outside the framework of world championship rallying.

This year he had some 528 entries from car, motorcycle and lorry competitors and some 480 actually started from Versailles, near Paris, on January 1, facing the worst African terrain of deserts and

jungle that M. Sabine could find.

The event has become as well known in France as the old-established Tour de France cycling race, and 300,000 people turned out to see the sort of the rally.

But the recent also raised increasing controversy in France, with protests over the display of wealth in poverty-stricken countries.

M. Badoevine, aged 33, competed in the Paris-Dakar rally in 1984 but was following it this year to support the water pump project.

Discovered in 1978, he won the "Diamond Prize" of French pop music in 1982. Last year, he became closely involved in fund-raising for the Ethiopian famine appeals.

The other victims of the crash were named as Nathalie Odent, aged 25, a reporter for the Paris Sunday newspaper *Journal de Dimanche*, radio journalist Jean-Paul Le Fur, both French, and the Swiss pilot, Francois-Xavier Bagnoud.

M. Gerard Fusil, a French radio reporter who went to the crash site, said he understood the helicopter had landed once, in a bad sandstorm, and then took off, following the headlights of a competing car.

"Unfortunately, this didn't apparently notice the car was climbing up the first sand dune, about 30 yards high, after the 95 miles of flat country. The helicopter hit the sand dune and disintegrated. They were killed instantly."

Gorbachov undermines Brezhnev's man

Anti-corruption drive reaches Ukraine

From Christopher Walker, Moscow

The ruthless purge of inefficient Communist Party officials ordered by the new Kremlin leader, Mr Mikhail Gorbachov, has now spread to the Ukraine, the power base of Mr Vladimir Shcherbitsky, one of the few remaining members of the Brezhnev old guard left in the ruling Politburo.

Mr Shcherbitsky, aged 67 is a Ukrainian born into a Ukrainian worker's family. A close friend of Mr Brezhnev, he is credited during his long career (he joined the party in 1941) with having done much to prevent any major upsurge of Ukrainian nationalism. He took over as party chief in the Ukraine in 1972, a year after becoming a member of the Politburo.

Pravda disclosed this week that several senior Communist Party officials had been sacked or reprimanded after a special meeting in Kharkov, the second largest city in the republic - which until now has managed to avoid the sweeping changes in the bureaucracy since Mr

Gorbachov came to power last March.

The latest dismissals were seen as of particular significance because they came in the run-up to next month's party congress at which it is predicted that Mr Gorbachov will work to engineer the replacement of Mr Shcherbitsky and two other Politburo members, Mr Viktor Grishin, the recently retired Moscow party chief, and Mr Dimmukhamed Kunayev from Kazakhstan.

Recently, Mr Shcherbitsky increased his vulnerability by voicing veiled criticism of Mr Gorbachov in a speech which took exception to the generally positive tone of public commentary inside the Soviet Union about the outcome of last November's Geneva summit. At the time he called for a Soviet military build-up and provoked uncertainty about the level of support he had within the party.

According to Pravda, the Kharkov meeting was called to discuss mistakes in the running

of the region's economy and "violations of party discipline". The seriousness of the investigation was demonstrated by the decision of the Soviet Union's chief prosecutor, Mr Alexander Rekunov, to travel from Moscow to attend.

Mr Rekunov, aged 65, is the author of a hard-hitting attack on corruption which appears in the latest edition of *Kommunist*, the party's monthly journal. He claimed that in the 1970s and early 1980s, the later years of the Brezhnev era, some party chiefs had permitted corruption and profiteering to become widespread.

One has to say frankly that unpleasant trends have arisen. The problems of drunkenness, parasitism and unearned income were aggravated," the chief prosecutor wrote.

The main reason given for the discipline meted out in the Ukraine was production losses of up to 200 million roubles (£185 million) in the region's important vehicle-building industry over the previous five

years. Agriculture output was also reported to be seriously below target and the construction sector criticized for the poor quality of new schools and hospitals.

The diplomats have been watching for signs about how soon Mr Gorbachov, aged 54, will be able to eliminate the remaining opposition in the Kremlin hierarchy. There have been recent hints from US sources that he was encountering some difficulty.

The position of Mr Grishin in the 12-strong Politburo has already been undermined by his enforced retirement from his influential position as chief of the Moscow city party, and his chances of holding on to his seat for much longer are considered slim.

Those who believe that the position of Mr Shcherbitsky is also seriously in question note that the campaign against Mr Grishin began with outspoken criticism of officials operating within his party power-base.

Electricity caused missile fire

Bonn (Reuters) - An official US report into a fatal fire involving the rocket motor of a Pershing 2 nuclear missile in West Germany has concluded that static electricity caused the accident, the West German Defence Ministry said yesterday.

It said US Army unit in charge of the missiles had been exercising with dummy rockets since the accident occurred on January 11 last year and would continue to do so until technical modifications now under way had been completed.

Three US soldiers were killed and nine injured when the first stage rocket motor of a medium-range Pershing 2 ignited as it was being hoisted from a shipping crate at a US base near Heilbronn in south-west Germany.

The Bonn Defence Ministry, publishing extracts of a final US Army report into the accident, said extensive tests had confirmed interim conclusions of last April that a freak discharge of static electricity caused the motor to ignite.

Nuclear warheads were not involved in the accident.

Auschwitz film clip found in Moscow

Bonn (Reuters) - Two West German film-makers yesterday presented newly-discovered film clips of Auschwitz concentration camp which had remained in the archives of a Soviet cameraman for 40 years.

The 11 minutes of silent film, taken by Alexander Vorontsov after Soviet troops liberated Auschwitz in January 1945, includes shots of children staring fearfully at their rescuers and scenes of mass graves found by the Russians.

The film-makers, Ingrid and Bengt von zur Muehlen, said that Mr Vorontsov had given them the film, never before shown in public, when they interviewed him in Moscow during a hunt for missing film of Auschwitz.

The scenes from the camp were interspersed with a filmed interview of the cameraman who told the couple he had still not overcome the horror he experienced when he entered the camp with the Russian forces.

Mr Vorontsov said the liberators were greeted with fear rather than jubilation as the inmates at first took them for a Nazi execution squad.

The film, shown at a press preview in Bonn, is to be handed over to the US Holocaust Memorial Foundation.

£3m for Nazis' victims

Bonn (Reuters) - West Germany has agreed to pay Luxembourg DM12 million (£3.3 million) compensation for citizens forced to fight for Nazi Germany and those who joined the wartime resistance, officials of both countries said.

A West German Government spokesman said the payment would be used to establish a foundation in Luxembourg devoted to "general humanitarian and social purposes".

Agreement was reached in principle last November at talks between Chancellor Helmut Kohl of West Germany and the

Luxembourg Prime Minister, Mr Jacques Santer, the spokesman said.

Details have yet to be worked out, but a senior official in Luxembourg said the foundation would probably provide care for elderly former resistance fighters and citizens forced into Nazi uniform.

About 10,000 Luxembourg nationals were forced into Hitler's armies in the Second World War following the Nazi invasion in 1940 and the Grand Duchy's incorporation into the Third Reich. About two-thirds are estimated to have survived.

Danes face vote on Europe role

From Christopher Follett, Copenhagen

It is increasingly likely that Denmark will hold a referendum in late February on the proposed EEC reforms agreed last month in Luxembourg.

Mr Poul Schluter, the Conservative Prime Minister and leader of the centre-right minority coalition, has threatened to put Denmark's future role in the EEC to the electorate unless the reforms receive majority support in a key parliamentary debate on January 21.

This surprise move came after the announcement by Mr Anker Jorgensen, the opposition Social Democratic leader and former prime minister, that his party, which is Denmark's largest, could not accept the reform package. He said it was mainly because it gives the European Parliament too much say in Community affairs, and threatens Danish ecology control and environmental policies.

Observers here predict that any vote would be a cliff-hanger, but expect it to be marginally favourable to the Luxembourg reforms. A Gallup poll published after this week showed 55 per cent of Danes in favour of Denmark's staying in the EEC which it joined with Britain and the Irish Republic in 1973, and 45 per cent against.

Fusion research accord signed

Munich (Reuters) - The European Community, the United States and Japan yesterday signed an agreement to co-operate on research into harnessing nuclear fusion energy as a potential source of power for commercial energy generation.

The accord, negotiated through the Paris-based International Energy Agency (IEA), establishes the first joint project involving research centres developing nuclear fusion.

The research centres involved are the Joint European Torus nuclear fusion reactor at Culham in Britain and similar institutions in Princeton in the US and Naka-Machi in Japan.

The IEA executive director, Mrs Helga Steeg, said at the signing ceremony at the Max Planck Institute for Plasma Physics that rising costs made it impossible for any single country to undertake research into nuclear fusion energy alone.

"Before we can produce

power from nuclear fusion it will be necessary to develop suitable technology and to prove economic viability," she told senior officials from the three sides.

European Community science and research ministers agreed in 1980 to spend about (£240 million) on the Culham reactor, which is intended as a precursor of a new breed of nuclear reactor, which Community officials say might be operational in the next century.

Britons top European immigrant list in US

From Michael Hyman, Washington

Britain was the only European country among the top 10 sending immigrants to the United States in 1984, according to the latest statistics from the US Immigration and Naturalization Service.

Immigrants from Britain were the ninth largest group, numbering 13,949 out of the total legal immigration of 543,903.

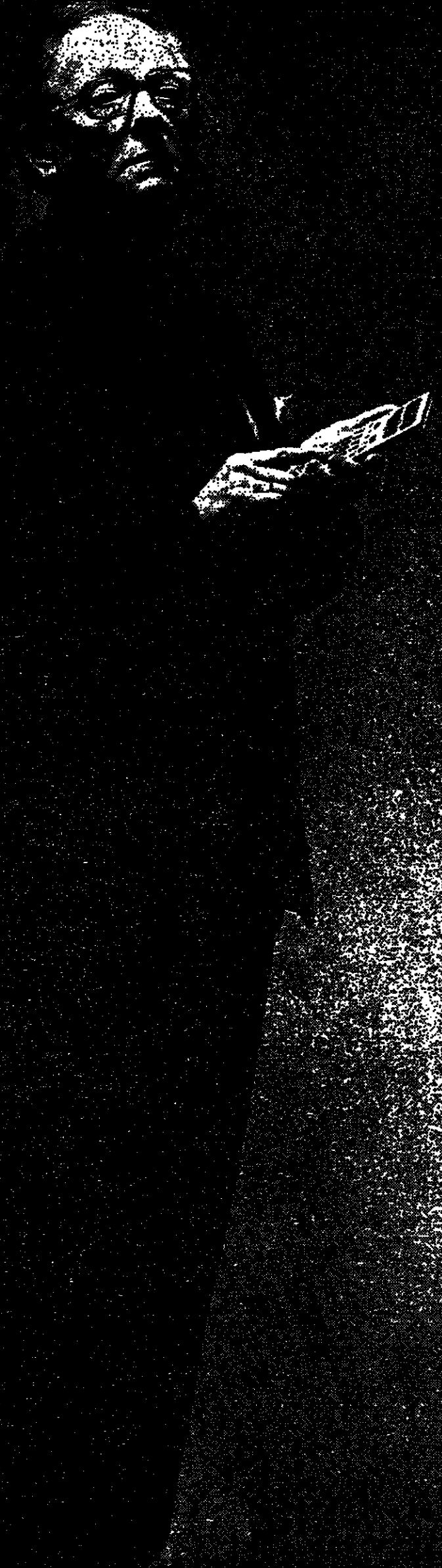
The total was slightly down on the 1983 figure of 559,763, but the top four on the list remained unchanged: Mexico, with 57,557 immigrants, the Philippines, 52,768, Vietnam, 37,236, and South Korea 33,042. India, which had been in fifth place in 1983, in sixth place was the Dominican Republic, followed by Jamaica, Britain and Iran.

Britain has been the leading European source of immigrants for the past nine years, overtaken last in 1975, when Portugal headed the list. In fact Britain sent more immigrants in 1983 - 14,830 - but ranked twelfth on the list. The figure has remained fairly constant suggesting that ties of culture and language have more to do with the trend than any sudden worsening in the economy, the usual reasons for large-scale emigration.

The next largest group of white immigrants in 1984 was West Germany, with 6,700, followed by Poland, with 6,400. The Soviet Union has also been high on the European list in recent years, as a large number of Soviet Jews settled in the US, changing their status from refugees to immigrants.

The statistics show the continuing trend of immigration from Asia and Latin America rather than Europe.

Why is Britain's nursing
being run by
people who don't
know their *coccyx*
from their *humerus*?



Unless you work in the National Health Service, you've probably never heard of the Griffiths Report.

Yet it's changing the structure of Britain's health care more radically than ever before.

Because the Griffiths Report said that the NHS could be run more efficiently.

It also recommended that what the NHS needs is more managers from the business world.

And that is just what's happening. Health Authorities all over the country are bringing in executives to run hospitals, clinics and health units.

SO FAR, SO GOOD

Britain's nurses don't object to a more efficient Health Service. After all, who knows the NHS's limitations of manpower and resources better than we do?

What we object to most strongly, however, is the exclusion of nurses from any management decisions at all.

In more and more health areas, nurses are given no say in deciding nursing policy. And, though administrative posts are theoretically open to all applicants, if a nurse takes one, she is often offered a lower salary than a non-NHS applicant, and loses some pension rights.

NURSING FOR NURSES

We're well aware that administrators are capable of running laundries, canteens, cleaning or the other ancillary services in a hospital.

But we wish the Health Authorities shared our view that accountants and administrators don't know the best bed for a severe burns case, or how many night staff are needed to run a busy intensive care unit.

We accept that a professional administrator should run a hospital. But we passionately believe that only nurses can run nursing.

What we want to see is a director of nursing in every hospital, clinic and health unit, working with the adminis-

trator. A director of nursing with the experience to judge nursing priorities and the power to make decisions.

We think it is the only way to guarantee a National Health Service that is efficient, cost-effective and caring.

If you think we have a point, please add your name to our petition by sending us the coupon.

And, if you're as worried as we are, please write to your Member of Parliament now (the address is the House of Commons, Westminster, London SW1A 0AA).

	I agree. Nursing should be run by nurses.
	Name _____
	Address _____

Please send to the Royal College of Nursing Petition, 20 Cavendish Sq., London W1M 0AB. WE CARE FOR NURSES, SO THEY CAN CARE FOR YOU.	

THE ARTS



John Russell Taylor reviews
the Reynolds exhibition
which opens at the Royal
Academy today

To be merely
admirable
is hardly
sufficient

A dimension of unconscious
absurdity: detail from Charles
Coote, *First Earl of Bellamont*

Extra spark from the exotic detail
of the Indian nurse in *George
Clive and his Family*



For the last 10 years or so, as we have worked our way through major retrospectives of such eighteenth-century British luminaries as Gainsborough, Stubbs and Richard Wilson, voices have not been lacking to observe, with a maddening air of authority, that of course the real revelation was going to come with the long-promised, long-planned Reynolds show. Then, supposedly, we would fully appreciate that Reynolds was not only one of the greatest of all English painters, but a figure of European standing, which was more than you could really say about Stubbs or Gainsborough, was it not?

Well, then is now: the big Reynolds show which opens at the Royal Academy today and runs until March 31 assembles more than 160 examples of his workmanship, most of them large and highly finished canvases, plus a lot of illustrative material, in the shape of contemporary satires on Reynolds produced by jealous fellow Academicians and more or less scurrilous prints showing the baser sides of the grandees that Reynolds celebrated with perhaps excessive dignity in his portraits.

The version of the show I noticed in Paris a few months ago was an altogether more modest enterprise -

68 pieces in all - and allowed one honorably to suspend judgement. But, if we cannot reach some kind of a conclusion about Reynolds's meaning and importance to the late twentieth century on the strength of the current London version, then we might as well give up altogether.

The first thought suggested by the show is, alas, that it is desperately unexciting. There are, no doubt, other qualities just as important as the ability to produce an instant shock of delight, but without that first pleasurable impact it is hard to persuade visitors to look very hard for deeper, more elusive values. If we compare - invidious but inevitable - Reynolds with Gainsborough we shall find that Reynolds is curiously bereft of the more intimate grace: there is little obvious sensuous delight in the use of paint (even such as we see in Rembrandt, one of the young Reynolds's acknowledged masters), little attempt to penetrate the character of sitters in portraits, little interest in backgrounds except, sometimes, as elaborately composed stage sets, and hardly anything which could pass as charm.

Even the children, for which Reynolds has often been praised at the time and subsequently, are often

curiously stiff and unlife-like, stuck in improbable or indeterminate poses which suggest mainly that Reynolds was unduly incommode by not being able to get them to sit still for long enough. (This is probably not the true explanation, since examples of his famed speed and fluency of execution are far from lacking, but still there seems to be some personal awkwardness between Reynolds and his younger sitters which shows.)

This means, as perhaps befits the first President of the Royal Academy, that Reynolds stands or falls as a painter in the grand manner. It is interesting that several unfinished paintings are included to show the stages by which his own version of the grand manner was arrived at. From Mrs John Spencer and her Daughter, apparently the product of one sitting, we can see that sometimes at least he worked up the faces in some detail before bothering about the rest of the composition at all.

As against this there is a selection of tiny sketches for complete compositions - mostly, it is true, of the more intricate group portraits - and other paintings, like *Lord Rockingham and his Secretary, Edmund Burke*, which show the faces left as monochromatic sketches while the rest of the

composition is filled in by various specialist assistants, one maybe for the landscape, another for the still-life on the table, with the faces left until last for the master's touch.

So, Reynolds's technique is admirably thoroughgoing (though occasionally he comes a cropper through experimenting in media given to rapid deterioration). But where does that leave us with the end-product? There are some fetching details, particularly of the dogs who proliferate around the feet of his English gentlemen (with Mr Peter Ludlow, it seems, almost as many sittings were reserved for the mountainous dog as for his owner), and there are portraits, mostly of men, mostly of close acquaintances of Reynolds, which have a sudden freshness and insight: notably the middle-aged James Boswell and the spectacularly myopic Giuseppe Baretti. But many of the grand machines fall a little flat, or leave one coldly admiring, unless, like the peacock Charles Coote, *First Earl of Bellamont* overwhelmed by the Bath, there is a certain dimension of unconscious absurdity.

Indeed, one cannot help wondering whether Reynolds was exactly overburdened with a sense of humour. Apart from the caricatures which

make it difficult to take Reynolds's portraits of the same people without a pinch of salt, there are too many pictures like *Charles James Fox, Lady Sarah Bunbury and Lady Susan Fox Strangeways* where a minimal sense of discretion might have suggested the silliness of having the piggy Lady Susan quite so soulfully, literally, illustrate the young Fox's verses to a pigeon carrying a letter to his love. For that matter, what one takes to be a perversely modern, Capricious, allegory of Russian power arising in *The Infant Hercules* (summoned back from the Hermitage) is spirited, and *The Archers* (Thomas Townshend and Colonel Adair) is a highly mannered and quite exceptional attempt to render violent movement which actually works. A few of the groups, like *George Clive and his Family*, seem to catch an extra spark from some exotic detail (the Indian nurse in this case). In truth, almost all is admirable. But, when real passion and real humanity are lacking, the merely

admirable is hardly enough.

John Huggins

Theatre

Guided tour of American hells

American Buffalo

Old Red Lion

David Mamet is in the business of guiding us through American hells. We have been taken around the hell of cut-throat real estate in *Glengarry Glen Ross*, the hell of sexual fantasy in the recent *Edmond*, *American Buffalo* was the play that brought him before British audiences and its particular inferno, the lives of small-time crooks in present-day Chicago, comes to London again in a crisp and sizzling new production by Robert Walker, first seen last autumn at the Swan Theatre, Worcester.

It is a loveless world, without noticeable redeeming features,

yet it is made engrossing (much of the time) by Mamet's highly accomplished dramatic skills. There are snatches of cross-talk worthy of an exchange in *Godot*, where the desirability of sending out for a muffin, and whether or not to have jelly on it, are choices that give momentary relief from the corroding worries of making a deal. Quoting these is not easy since one of the participants sees his world in exclusively defecatory terms.

Mamet's dialogue moves like the surface of an alarming sea. Waves of rage smash over the voyagers; deceptive calms may punctuate the storm, often very funny, but moving towards us in the depths come krakens of the nastiest temper.

On to the stage of this Irlington pub theatre the designer, Anne Curry, has assembled a spectacular mass of man's shabbier artefacts. Broken umbrellas hang from the ceiling alongside bunches of lampshades. Junk of all kinds spills across the floor - but in a tray of small rubbish a customer has found the coin-collector's equivalent of gold, a rare nickel. The plan to recover

this coin is the thread that activates the play. The seemingly assured Donny, owner of the shop, wants it back so he can get a better price; the dimwit Bobby wants to help his friend; and the venomous Teach demands a share of the profit and the violence.

Significantly, it is the value of a footling coin that lies at the heart of this degrading world. "Deadline-USA" reads a film ad on the counter. Friendship and loyalties are buckled and lied about as these petty crooks circle each other for vantage points, in dialogue that itself goes round in circles. The characters even circle the piles of junk. A wilderness of deception is uncovered between Mamet's two extremes of "Things are not what they seem" and "Things are what they are".

I was much impressed by Gary Powell's laconic shop-owner and acknowledge with respect the seething power in Peter Atard's Teach. Adrian Rawlins was over-parted as the lad, but looks right.

Jeremy Kingston

Opera

Simon Boccanegra

Covent Garden

Few are likely to see a revival of Verdi's *Simon Boccanegra* as an attractive alternative to the new *Otello* originally scheduled for this month, although all sympathy goes to the Royal Opera House over the circumstances which forced the change. First there is the matter of Filippo Sanjust's six-year-old production of *Boccanegra*, which Covent Garden would be well advised henceforth to lock away in a dark cupboard. It is a moot point whether Sanjust's staging is less inspired than his own, but the feeling of isolation that he stresses so artfully. During the action of *Boccanegra* Simon has really only two relationships: first with his rediscovered daughter Amelia and finally with his adversary Fiesco.

Kiri to Kanawa has changed her girlish Amelia into a more substantial woman, with a darker hue to the tones. She overcame routine accompaniment from the orchestra to produce silky, rippling sound in her seaside cavatina "Come in quest'ora", and her final floated "Pace!" in the Council Chamber ensemble was exquisite. Robert Lloyd's Fiesco, another survivor from the 1983 team, was just as impressive, with bass as black as his cloak. Lloyd and Bruson together made much of the reconciliation brought about by death. Jonathan Summers repeated his brutish Paolo.

The novelty of this *Boccanegra* was to have been Fláudio Domínguez's Gabriele Adorno. Covent Garden's first task was to redeploy as many as possible of the principals contracted for the ill-fated *Otello*. By chance the resulting cast of *Boccanegra* is substantially the same as in the last revival three years ago. At the helm is Renato Bruson, who for some time has been challenging Cappuccelli for supremacy in the title role. Bruson now paces himself with great artistry through the part, saving his vocal resources first for the Council Chamber Scene, which has him perched high above the warring factions of Genoa, and then for the final death by poisoning, which has him gazing out into the Mediterranean that brought him both fame and fortune.

There is more to a touch of Boris Godunov now about Bruson's introspective Boccanegra.



A daughter reclaimed: Kiri to Kanawa and Renato Bruson as Amelia and Boccanegra

negra. It is not merely the histrionics of the death-agonies but the feeling of isolation that he stresses so artfully. During the action of *Boccanegra* Simon has really only two relationships: first with his rediscovered daughter Amelia and finally with his adversary Fiesco.

Kiri to Kanawa has changed her girlish Amelia into a more substantial woman, with a darker hue to the tones. She overcame routine accompaniment from the orchestra to produce silky, rippling sound in her seaside cavatina "Come in quest'ora", and her final floated "Pace!" in the Council Chamber ensemble was exquisite.

Robert Lloyd's Fiesco, another survivor from the 1983 team, was just as impressive, with bass as black as his cloak. Lloyd and Bruson together made much of the reconciliation brought about by death. Jonathan Summers repeated his brutish Paolo.

The novelty of this *Boccanegra* was to have been Fláudio Domínguez's Gabriele Adorno.

That would have been a collector's item indeed as it is a part he has never sung on stage and it is over ten years since he recorded it. In fact a *Boccanegra* with a world class tenor is a rarity in itself, with the Gabriele usually drawn from the second tier. Alas, Domingo was destined to stay in a Madrid hospital rather than tread the palaces of Genoa. His replacement, Giorgio Merighi, has the stature for the part but his voice too often sounded steeled and uncomfortably hard. Edward Downes in the pit began anxiously, with over-emphatic brass and some uncertain ensemble; the final two acts found him in much better form and more in sympathy with the opera.

Later in the spring Renato Bruson goes to Naples in his own production of *Boccanegra*. He will have learnt quite a lot about how not to stage it. Then follows Sir Peter Hall at Glyndebourne.

John Huggins

Jazz

Dave O'Higgins

Bull's Head

In the course of a single solo, delivered from the ranks of the National Youth Jazz Orchestra at the Jazz Centre's ill-fated royal gala almost a year ago, Dave O'Higgins established himself as a saxophonist on whom to keep a close eye. At the time, one hoped that his handful of bars had provided the watching Princess of Wales with a glimpse of the idiom's deeper mysteries, so astutely hidden during the bulk of the evening.

Now O'Higgins has graduated from the NYJO academy and is to be found at the helm of his own quintet, attempting to establish himself among the bright young faces currently lighting up the London scene. An hour in the group's company this week confirmed that original impression, showing

him to be not merely a potentially remarkable individual but also a thoughtful organizer.

It sometimes seems that every tenor saxophonist in the world under the age of 50 also doubles on the soprano instrument, a fashion initiated 25 years ago by John Coltrane. Few, apart from Coltrane and Wayne Shorter, have derived true benefit from the extra range, and although O'Higgins's work on the smaller horn was certainly well matched to the sprightly lyricism of Chick Corea's "Armando's Rhumba", it was not in the same league as his outstanding tenor solo in "Tidos", a piece by the group's trumpeter, Steve Waterman.

beginning out of tempo; but responding to the accelerating pulse of Alec Dankworth's bass and Richard Newby's drums, O'Higgins varied his firm tone with precocious cunning.

Waterman, too, has plenty to say, his roots reaching back into the hot bebop style of Fats Navarro and Howard McGhee. "Coral", Keith Jarrett's lustrous ballad, became a feature for his love of contrast, while the machine-gun bursts and jolting silences of "Tidos" gave evidence of his compositional imagination. Together, trumpet and tenor state this intriguing theme with the crackling zest of a Horace Silver band.

The succulent chord sequences of a tune called "Nearly the Chosen One" showed O'Higgins, too, to be a skilful writer, and in this instance the chief improvising beneficiary was the group's pianist, John G. Smith, whose pleasingly compact solo developed from featherweight treble lines to cascades of bluesy chords with impressive logic.

Richard Williams

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Television

Urban grotesquerie

After accusations of "TV Orgy" in the headlines of the popular Press, it was with a mounting sense of expectation that one watched Howard Brenton's *Dead Head* (BBC2), described by the BBC itself as "a new style thriller for today". Certainly it began with some Grand Guignol credits, and the first episode, *Way Me?*, introduced a cockney "villain" who might have walked all the way from Ealing Studios. In that sense the narrative was deliberately close to parody, even if those elements of caricature were placed rather disconcertingly within some very realistic scenes from contemporary life.

The effect was like that of a comic strip brought violently to life: this gave a melodramatic edge to the proceedings which, for example, that this first episode became a panorama of urban grotesquerie.

The direction, and lighting, not to mention the acting and the music, all served to reinforce the impression of London as a place of smoke and of darkness. A severed head in a box was, under the circumstances, only to be expected - although it did mean that those aspects closer to realism were, in a

literal sense, overshadowed. For similar reasons Howard Brenton's script was at its best when it aspired to a sort of blank-verse cockney, combining lyricism with demonic whimsy; it was less effective, however, when it tried to make points about police corruption, racism and so on. It is difficult to combine Gothic and polemic, even on television, and the policeman quoting Eliot was a mistake.

Despite this occasional air of self-consciousness, however, *Dead Head* is still far superior to the general run of such thrillers. In particular, the glossy picture of the Annihilation, in telling contrast with the strongly affirmative treatment given to the words that follow: "et homo factus est". Here was one of several occasions where Patrick Power provided a tenor of Italianate warmth but also of complete conviction.

Among the other soloists, Barbara Bonney was a bright soprano, though not on her best form, and Willard White, too, had moments when his sonorousness deserted him. Diana Montague, though, was understated and firmly centred at the heart of the music throughout.

The Monteverdi Choir were heroes in tackling this heavy-weight work at a sprint: they sounded, on the whole, less exultant at the end than at the beginning, and the sopranos threw out all their high As as if there were no problem to them. The orchestra suffered slips that could hardly be avoided in these exposed surroundings at this speed, but there was much joy from the brass in particular. Only the Elizabeth Hall organ sounded mean-spirited.

Paul Griffiths

Concerts

Monteverdi Choir/ Gardiner

Queen Elizabeth Hall

It is no longer much of a surprise to be offered Beethoven's *Missa solennis* done by small forces, but it was still quite a shock on Tuesday to encounter a performance so fast and joyous: John Eliot Gardiner must have come near breaking records with this performance. At that sort of speed there is inevitably little room for profound contemplation, within or around the music; but this became a negative feature of the music only in the Kyrie, which did not seem so very momentous, and of course in the prelude to the Benedictus. There was no wisdom in this weighty polyphony; we were children shining torches gaily into a dark, cavernous interior, and not understanding its purpose.

But the clarity and vim of the performance also brought much freshness and delight, especially in the Gloria and the Credo. The opening of the former movement, taken daringly fast, was a fireworks display of rockets shooting up in D major brilliance, and the Credo profited from quick contrasts of volume and style that brought out Beethoven's immediate response to the text. His skating over large stretches is famous: "Eloque", the subject of anathema and schism, is gabbled as quickly as possible (almost more quickly than possible in this performance).

Claude Helffer

Wigmore Hall

Claude Helffer is one of those pianists with an almost legendary reputation, due partly to his celebrated recordings of some of the most difficult piano music ever written (the sonatas by Boulez and Baroque, for instance) and partly to his rare concert appearances, over here at least.

To judge from this sensationally ear-opening recital, Helffer has no intention of settling down to a quiet life just yet. He chose to round out the evening with two pieces by Xenakis, *Mists* (1980) and *Eurythm* (1973); Xenakis's music is remarkable for its blend of elemental power and precise calculation, but its fearsome technical difficulties tend to keep it out of the concert hall. *Mists* consisted of huge, roaring, swirling over the entire range of the keyboard and offset by tense, crystalline little note-cells

and sudden silences; *Eurythm* was built out of a ferocious interaction of sound-strata, outwardly broad but inwardly complex. Helffer's command of the idiom was staggering.

At first I felt that Helffer's tendency to hard-edged sonorities was not going to suit Brahms's early Sonata No. 3, Op. 5, whose big five-movement structure took up the first half, but his playing had such inner clarity that the music was made to sound far less turpid than it usually does.

Six of Debussy's *Préludes* (from Book 1) made an intriguing upbeat to the Xenakis items. I found Helffer's angular approach to the quicker pieces rather hard to get on with, but his account of *La Cathédrale engloutie* was spellbinding, with magically evanescent opening chords and great power in the central organum-like section. Debussy's visionary cathedral finally sank back into the depths of the piano's bass register with uncanny vividness.

Malcolm Hayes

Dance

Janet Smith

The Place

Not many struggling small companies would go to the expense, as Janet Smith does, of using six musicians when playing in a theatre as small as The Place. However, there is no doubt that having the music played live contributes to the pleasure of the programme running there until Saturday.

The choice of composers ranges from Bach for Gill Clarke's pleasant, well-crafted but somewhat bland *Chaconne* (from Partita No. 2 for violin, but played as a guitar solo by Colin Downes), to two Two-Piano Sketches by Billy Ferry for Smith's duet *Near & From Far*.

Jenkins, the programme informs me, came to prominence in the punk era of the late 1970s, and his sketches have the titles *Donkey Droppings* and *Cooking Oil*. The former (or maybe the latter - how does one tell?) accompanies some relentlessly cheerful dancing by Smith and Sean Walsh in funny costumes; to the other they are serious in black.

Those two short pieces come in the middle of the evening; I should have welcomed something with more bite at that

point to set off the attractive nostalgia of the opening and closing works. The former, *File as a Bird*, uses classic American blues and jazz. The unorthodox tempo of "Let's do it" threw me, but no other complaints about the small ensemble led by Nicholas Kok, piano, with Michael Law as vocalist.

Dan Waggoner's choreography neatly shows off the dancers' personalities in slightly unfamiliar focus, with an occasional obscenity to the words, but generally, even in "Miss Otis Regrets", setting them sharp, often disconcertingly unexpected sequences both funny and touching.

Smith's *Face the Music* (the music in question being by Robert Russell Bennett and Irving Berlin) adopts a more anecdotal form to evoke perky humour and post-depression witfulness of the American 1920s and 1930s, but is at its best in a shrewdly comic quartet to "Change Partners" and in a lively sequence where Michael Noble with Ann Dewey and later two extra women, an enterprisingly eclectic choice of designers makes the most of limited resources, and the company of seven dances with well-matched individuality.

John Percival

The blossoming of Israel's shy battler

THE TIMES PROFILE

SHIMON PERES

At seven o'clock on Monday morning Mr Shimon Peres emerged from Israel's long cabinet meeting with a tired smile on his tanned face. "The State of Israel is the victor," he announced.

But the Prime Minister of probably the strangest coalition government any democracy has elected would have been less than human if he had not felt himself to be the real victor. After 12 hours of relentless argument, insult and compromise, he had forced his entire cabinet to accept an outline plan for peace with Egypt, including ideas his political opponents had rejected out of hand less than a month before.

With this triumph under his belt, Mr Peres comes to Europe on Sunday for a visit to the Netherlands, Britain and West Germany, where he will be urging support for Israel's war against terrorism and laying claim to be recognized as a statesman capable of bringing peace to the Middle East.

Political victory is not something for which Mr Peres has gained much of a reputation in the past. As leader of the Labour Alignment, he lost two elections and could only manage a draw at his third attempt in 1984. Inside the Labour movement itself he twice lost contests for the leadership.

In a country where dirty linen is regularly washed in public, Mr Peres has been one of the best customers in the laundry. He fell out with the giants of Israeli politics - David Ben-Gurion, Golda Meir and Moshe Dayan - and, most damaging of all, he aroused the bitter animosity of Mr Yitzhak Rabin, the former Labour leader and Prime Minister who still sits in the inner cabinet as Minister of Defence.

As a civil service arms dealer, Mr Peres was a secretive and unknown personality until he finally managed to climb to the top of the slippery pole of politics. However, he was the sort of man who attracted the most far-fetched and ridiculous rumours. For instance, because he carefully and deliberately kept his family out of his public life it was said of him that he did not appear in public with his wife because she was a Moslem. Among the more ludicrous falsehoods it was said his mother was an Arab and he was branded as a traitor and a PLO agent. Mr Rabin damned

him in his autobiography as "an indefatigable schemer".

Although little was really known about him, he was accused of being publicly mad and given the nickname "Shimon publicity" - a pun in Hebrew on his name. But despite his reputation he would have little to do with the public relations experts called in by his party to try to improve his image.

Of himself he says: "Deep in my heart I'm convinced that I'm incorrigibly shy, but I must reconcile myself to the fact that many claim I'm also a man who tends to leap forward - almost an arrogant man."

"I am certainly stimulated intellectually and emotionally by people, situations and visions and tend to react to them rapidly, sometimes almost hastily. But I am virtually incapable of revealing myself completely. I suppose it stems from bashfulness, although others believe it's the result of cold calculation."

He believes that the public do not like fat leaders, so he eats sparingly, despite the gourmet tastes he cultivated during his long and close relationship with France. He prefers Armagnac to Cognac and enjoys a whisky.

Mr Peres loves reading and writing and has learnt to speak French, English and German well, in addition to the Hebrew he knew as a child and the Yiddish he now regards as his mother tongue. He also has a soaring imagination which foresaw Israel's need for an atomic reactor and guided missiles at a time when the country was generally thinking no further than building an agrarian economy.

He has had some zany ideas, such as leasing French Guiana in South America as an Israeli colony or forming a government of prominent Jews from all over the world, including Dr Henry Kissinger. He dreams today of building an irrigation canal fed by desalinated water through the Negev Desert and of settling the remote regions of the Galilee.

Shimon Peres was born in the Polish town of Vishneva in 1923 and grew up under the influence of his extremely orthodox Jewish grandfather. At six, it is said, he smashed the family's expensive radio set because his parents turned it on during the Sabbath.



Shimon Peres: 'I am virtually incapable of revealing myself completely'

He joined his father in Palestine when he was 10 and eventually joined the "Working Youth" movement of the Histadrut Federation of Labour, where he quickly built a reputation for his organizational ability and won a scholarship to an agricultural youth village. He fell in love with the land but while he worked he studied at night and slept no more than four or five hours - as he does to the present day.

He wrote poetry, stories, articles and his diary, and formed a clandestine group for political discussion in the village mule shed. He joined the Haganah, the underground political and military group, and courted his future bride, Sonya, while on guard duty, reading her selections from *Das Kapital* by

flickering candlelight. In 1942 he moved to a kibbutz overlooking the Sea of Galilee, where he worked as a shepherd and started a weekly newspaper in his spare time. Thus he caught the eye of Levi Eshkol, a future prime minister, who invited him to join the secretariat of the Youth Movement.

His organizational talents were soon at work, establishing new branches of the movement. He crisscrossed the country and one day hitched a lift with David Ben-Gurion. The two kept in contact and planned an illegal trip across the Negev Desert. Arrested by the British for entering a forbidden area, he was sentenced to a month's imprisonment, but during his short journey he found his new name,

Peres - a kind of eagle he first saw in the desert.

With the creation of the State of Israel in 1948 he became Ben-Gurion's protégé. At the age of 25 he was combining the jobs of Chief of Manpower, handling all arms acquisitions, manufacture and administration. In 1950, although not speaking a word of English, he was sent to New York in charge of arms procurement and was launched on the career of arms dealing for Israel which has been his life ever since.

Faced with the embargo imposed by Washington on all arms sales to the Middle East, he had to use all his imagination to find armaments. He rose in rank as he succeeded, largely due to his realization that France was the most likely supplier.

BIOGRAPHY

1923:	Born August 1 in Poland.	1968:	Secretary-general of Rafi party.
1934:	Arrived in Palestine.	1969:	Co-founder and deputy leader of Israeli Labour Party.
1940:	Joined kibbutz movement.	1970:	Minister of Immigrant Absorption.
1943:	Secretary of Labour Youth Movement.	1970:	Minister of Transport and Communications.
1947:	Haganah HQ worker.	1974:	Minister of Information (January), Minister of Defence (June).
1948:	Aide to Ben-Gurion and head of Israeli naval services.	1977:	Acting Prime Minister (April), chairman of Labour Party in opposition (May).
1950:	Head of military delegation to US.	1978:	Vice-president of Socialist International.
1953:	Director-General of Defence Ministry.	1984:	Prime Minister.
1958:	Elected to Knesset and appointed Deputy Defence Minister.		
1965:	Left government to become		

France, he reasoned, was at war with the Arab world because of Algeria. As such it had a common enemy with Israel. He made friends at French ministries and by the time the Suez Canal was nationalized in 1956 Israel had the weapons it needed to fight.

The Suez campaign left him with a healthy disrespect for "British dithering" which scarcely improved when Harold Macmillan took over as Prime Minister. While extremely impressed by British efficiency, he developed a profound distrust for British political ethics.

By the time he became Director-General of the Defence Ministry, Mr Peres had built up a list of international friends at the highest level who were the envy of his own country's Foreign Ministry and he found himself frequently criticized in public by politicians. With Ben-Gurion's help he obtained a seat in the Knesset in 1958 so that he could answer his critics. His political career began as Deputy Defence Minister and, despite his many enemies, he became an indispensable member of any Labour government.

If Ben-Gurion was his mentor, Moshe Dayan was close to being his idol. That got him into serious trouble in 1975 when he was Defence Minister and was caught showing secret documents to his friends, including Dayan, who was not then in the government. For a while Peres was crossed off the list of those allowed to receive intelligence reports, even though he was in overall charge of security.

Having failed to beat Mr Rabin for the party's leadership on two occasions, Mr Peres took over only when his rival was forced to resign in the wake of a scandal over an illegal dollar bank account held by his wife. Mr Rabin became a mortal enemy and the feud between the two was a major factor in Labour's defeat in the 1977 elections.

In opposition Mr Peres worked to build up the infrastructure of his party while he stayed in close touch

with world leaders. Both President Carter and Anwar Sadat asked his advice on the peace treaty that was to be signed at Camp David. He also had secret meetings with King Hassan of Morocco and King Hussein of Jordan.

But his undercover personality could not woo the electors in the same way as the charismatic Mr Menachem Begin. Where the Likud leader was cheered, the Labour leader was pelted with tomatoes. Characteristically Mr Peres would say as he wiped down his suit: "At least it's good for the agricultural industry."

When Labour and Likud virtually tied in the 1984 general election, he became Prime Minister almost by default. The two parties agreed to take turns at running the government and he was probably allowed to do the job first because the Likud felt that such a traditional political loser would only make a mess of things.

But in office Mr Peres has blossomed. He pulled Israel out of Lebanon and has seen through a tough economic austerity programme. Now he has set up a deal for a warmer peace with Egypt against all the odds.

He has ruthlessly exploited the fact that the government need not hand over the prime ministership to the Likud if the coalition falls apart. The public have said through the opinion polls that he is the most popular Israeli Prime Minister ever. Even Mr Rabin has sought to make peace. "Shimon deserves a pat on the back," he told his personal supporters recently. "He did what had to be done."

For his part, Mr Peres gives every impression of being embarrassed by all this popularity. "It warms the heart, but I'm not used to it," he says. "Sometimes when they smother me with love I simply don't know what to do with it."

Ian Murray

Orchestrating for change

The future, the funding, the management, even the very purpose of British orchestras is facing close scrutiny

For nearly 40 years the Association of British Orchestras, a kind of CBI of the orchestral world, has looked after the management interests of its members, which include most of the leading groups, from the London Philharmonic Orchestra and the City of Birmingham Symphony Orchestra to the various orchestras of the BBC.

But today and tomorrow is the first time in its history, it is holding what is described rather blandly as the First Annual Conference, and prominent figures in orchestral management, the Musicians' Union, the Arts Council, arts administrators from local authorities and regional arts associations are to gather in Bristol for two days of talks.

Among the speakers are John Drummond, Controller, Music, BBC; Richard Lawrence, Music Director of the Arts Council of Great Britain and its Secretary-General Luke Rittner; and David Patmore, Director of Arts, Sheffield City Council.

But the press is banned because, explained Charlotte Ashe, general administrator of the ABO, "protection of posterity and the public glare would encourage the speakers to be both provocative and uninhibited. If one takes the charitable view, that is an

indication of the serious intent of the conference. The less charitable view is that few people have the confidence now to utter definitive statements on the purpose and future of British orchestras and the way they are run.

Perhaps that is justifiable. For the First Annual Conference has been prompted by the changes that are rocking what is essentially an extremely conservative world. The dissolution of the six metropolitan county councils on April 1 would alone be sufficient to make the orchestral world feel distinctly uneasy, but when it includes the abolition of the Greater London Council involving a complete overhaul of the South Bank complex and the disappearance of the London Orchestral Concert Board, then life becomes extremely uncomfortable.

Other problems are the growing criticism of orchestral programming, particularly in London: the future of the Bournemouth Symphony Orchestra; the funding of the Eastern Authorities Orchestral Association; and even the recent appointment of John Drummond as director of the proms and the BBC Symphony Orchestra's public concerts.

This provides part of the background to the *in camera* conference of the ABO. But Charlotte Ashe says there are other even more fundamental issues that need to be discussed. "What must be done is not to discuss the coming financial year, but to consider the whole operation of the orchestra within society," Miss Ashe says. "The funding of orchestras

remains a central problem because the orchestra is labour intensive - it is not like a theatre which can put on a three-man show when times are hard - and there is no doubt that the orchestral musician is abysmally paid.

"But if you cannot economize on the work-force, you have to look at new ways of using that work-force."

One of the principal ideas being considered was put succinctly by Richard Lawrence: "Orchestras must show a greater flexibility in their relationships with their audience. It is no longer acceptable just to walk on to a platform in penguin suits, bow, play a symphony, bow, and walk off."

Orchestral musicians are abysmally paid

He feels that orchestras should explore other possibilities that would use the players more effectively and also reach wider audiences. These possibilities include breaking the orchestra into small groups and sending them into schools and other institutions, and developing a much more informal method of concert presentation.

The first idea is being researched at the Guildhall School of Music, where Peter Renshaw - who is to talk at the conference - teaches students to put together programmes. The second idea has already been tried, with some success, by pop artists such as Previn and even John Dankworth in a recent Barbican series.

Concert life now is not a catalogue of dwindling audiences - figures for orchestral attendances in both London and the regions remain respectable. In the past three seasons, for instance, the City of Birmingham City Council has managed to double the number of orchestral concerts in its winter season.

"I think the orchestras have now realized the need for the best performers and the best conductors in the provinces - to have more mediocre soloists is a false economy," says David Patmore.

"And I think you can often find more interesting programmes in the regions than in London. There is an all-Lutoslawski concert in Sheffield on January 24, and the final concert of the Leeds Conducting Competition consists of Hindemith's *Mais der Moler*, and the Sixth Symphonies of Shostakovich and Vaughan Williams, a programme you could not find in London now."

With the London orchestras receiving only a 15 per cent subsidy from government



New directions for the BBC Symphony Orchestra

sources, as opposed to a 60 per cent subsidy for regional orchestras, the argument is that market forces in the capital are forced to prevail - which accounts for the dominance of safe programmes.

A dynamic artistic policy is essential

Richard Lawrence is convinced that this approach is counter-productive in the long term. "Audiences will come to popular programmes for a short while, but eventually will become bored because they are not stimulated. Suddenly you find you are on a downward spiral that will eventually affect sponsorship and other areas."

Both Lawrence and Patmore feel that important lessons can be learnt from the success stories, including the transformation, in the past few years, of the City of Birmingham Symphony Orchestra under the imaginative direction of Simon Rattle.

Lawrence is convinced that Britain's orchestras have not been well served by having, as figureheads, conductors who are largely absentee musical directors - interested in the programming of their own concerts, but leaving the coherence of a season to general administrators.

"I am sure that if there are no fundamental changes over the next few years the British orchestral scene will continue to stagger on, surviving in London and kept going by sturdy local pride in the regions," says Lawrence. "But some kind of dynamic artistic policy is becoming essential."

"The crux of the matter is that orchestras now find themselves less financially secure and with no real prospect of increased funding," says Charlotte Ashe. "Therefore, we must find ways of adapting the valuable resources of the orchestras to the needs of our time. The question is how?"

Nicolas Soames

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Bon appétit for a bon voyage

French Railways are taking a Gallic line to attract first-class passengers - with high-class catering

While British Rail offer a range of goodies - new liveries, free parking and papers, hot towels and reception lounges - to tempt the first-class traveller back from airlines and coaches, French Railways are making a more direct and typically Gallic approach - straight to the stomach.

One of Paris's trendiest new restaurants, Joel Robuchon's, is in charge of catering on a new *Nouvelle Première* train for first-class passengers only, now being tried out between Paris and Strasbourg.

A culinary prodigy, the 40-year-old Robuchon gained three Michelin stars within three years of taking over his Paris restaurant, a record for that cautious publication, and specializes in the latest style of French *gastronomie*. Known alternatively as *cuisine moderne*, or *courante*, it retains the oriental elegance of *nouvelle cuisine* but makes more concession to man's greed for rich and succulent fare. Thus Robuchon's restaurant, while offering the delicate salads and decorative garnishes of last year's style, also features more substantial items like cabbage, mashed potatoes and pig's head.

A typical Robuchon menu for the *Nouvelle Première* might consist of baby lobster "sweated" in red wine; Easter lamb with fresh herbs and salad; and a distinctive version of *crème brûlée*. The meal is not cheap: £25-£30 including wine.

The *Nouvelle Première*'s carriage have also been refurbished under the guidance of a fashionable interior decorator,

Francois Catroux, with the seats arranged into small salons, separated by elegant slatted timber screens. At either end are beautifully furnished lounges from which luggage is loaded and unloaded.

The distance from Paris to Strasbourg is 313 miles, and the train, stopping only at Nancy, takes 3½ hours, compared with 2½ to 3 hours by city centre to city centre by Air Inter's rival jets. At £49, the rail fare is just within the £51 air fare, and early results suggest that French Railways have put together a package that appeals to the first-class passenger. If research over the next few months confirms that this is so, the *Nouvelle Première* can be expected on other French inter-city routes, especially those where there is no TGV (high-speed train).

While rail travel has in-

creased steadily in France in recent years, the proportion of people going first-class has fallen from 25 to about 18 per cent of the total. As new rolling stock came into service standards in second as well as first-class were improved. Some French businessmen clearly think that, with an improved second-class, first-class is not worth 50 per cent more.

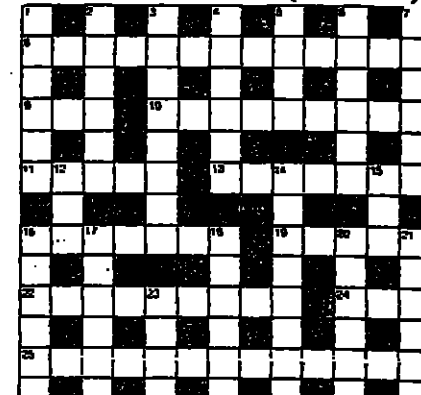
So Robuchon, Catroux and others are being drafted in to give first-class rail travel that something extra again; and it is not only a matter of Easter lamb at 100 mph. "We are trying to give people the feeling that this is something special, that they are being cosseted," say French Railways. "At the top end of the market, people are willing to spend something extra on a specially tailored service."

Michael Bailey

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10 Spoil (3)
11 Banish (9)
12 Deal (5)
13 Gemine (7)
14 Intellectual (7)
15 Culpability (5)
22 Cat yowl (9)
24 Choose (3)
25 Distinguish (13)

DOWN
1 Curtain board (6)
2 Tibetan mountain (6)
3 Not current (8)
4 Prestate (6)
5 Unconsciousness (4)
6 Limited (6)
7 Stow cargo (6)
12 Small carpet (3)
14 Peasage (8)
15 Edge (3)



16 Portuguese money (6)
18 Royal crown (6)
20 Waterproof jacket (6)
21 Main course (6)
23 Snink (4)

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2nd SESSION SUNDAY 19th JANUARY at 3pm

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BOOKS

World, flesh, and high kicks

In this week of the high kicks, let us first look at Miss Bluebell, the mother and the mentor of (at the last count) 14,000 Bluebell Girls. Miss Bluebell, like many respects like Mrs Thatcher to whom she bears a quite uncanny physical resemblance, has been growing very gracious with the passing of the years. This biography will amplify her stately lady image, the ageing nude show empress in her pearls and Cresta cocktail gowns. No pictures in this book of Miss Bluebell *en deshabille*, though we cannot imagine she was always fully clothed.

Those who feel that the *Folies Bergère* is a feminist issue need read no further. This is not the book for them. It is the professional smiles/tears life history, taking that familiar cautious showbiz course midway between literature and drive-in, predictably lightweight on such things as the morality of international marketing of naked female flesh. There are things to enjoy in it, most especially in my view its recall of a forgotten world of troupes and troupers, a world of tawdry charm, high hopes and sheer banality which will, I think, come as quite a revelation to readers who, unlike me, do not possess a sister who was once a Sherman Fisher girl at Stratford Hill.

George Perry is terrifically good at the banalities. Not one of them escapes him, from the naming of Miss Bluebell (it was the Irish doctor, in the Dublin of her childhood, who said "that's my little Bluebell") to the demise of her marriage to the Rumanian-born *Folies Bergère* pianist who could not resist the Bluebell Girls. An irony *horrible*.

Through the debauches and the dramas, the girls go on high kicking. It is I think this sense of some strange built-in momentum which has always drawn the intellectuals to the showgirls, though perhaps they are becoming less attracted than they were. The accounts are in particular the pictures of Miss Bluebell's early engagements with the Hot Jocks, a relentlessly Scottish touring company, and as a Jackson Girl in the Berlin of the thirties, give one a strong feeling of the separate community with its own identity, relationships and rhythms, the world within the world.

You will remember Betty in Anita Brookner's novel *Family and Friends*. Betty was the younger and more restless of the sisters who planned to get away

Fiona MacCarthy takes a dim view of dancing girls

BLUEBELL
By George Perry
Pavilion, £10.95

RICHARD ATTENBOROUGH'S CHORUS LINE
By Richard Attenborough and Diana Carter
The Bodley Head, £11.95
paperback £7.95

from the slow bourgeois life in London, go to Paris and become a dancer at the *Folies*. It is many young girls' dream. But it is of course a wrong one. For, as revealed in rather fascinating detail both in George Perry's biography of Bluebell and in Charles Castle's recent *Folies Bergère* history, communities of chorus girls have always been surprisingly traditionalist, female and enclosed. Though they may have gone on stage in fairly liberated postures, the showgirls have been subject offstage to regulations as tight as those prevailing in the strictest sort of girls' school.

The Jackson Girls were marshalled around Berlin in a crocodile. This sense of girls together was compounded by the fact that the showgirls on the continent have tended to be English, unused to foreign travel, bemused by life abroad and writing home for parcels containing pots of Crowe's Creme and magic jars of Marmite. Marmite in fact became a kind of craze among the Bluebells, who touchingly imagined it did wonders for their stamina.

At the *Folies Bergère* and later at Lido there was a clear distinction between dancers and showgirls, who were further subdivided into *mannequins nues* and *mannequins habillées*. It was, and to some extent still is, a world of quite inordinate formality, reflected in the mannerism of its sets and costumes. For an enterprise which trades in the taking off of clothes, it has a fantastical awareness of proprieties. Enchantingly, the touring nudists set out to foreign capitals with stocks of tinsel stars in their



wardrobe trunks graduated according to the local regulations on exposure. As in all enclosed communities, among the Bluebell Girls fads, rituals and superstitions have abounded. There used to be at one time the somewhat trying ruling that the titles of all Bluebell shows should consist of 13 letters. *Nuits de Folies* being followed by *Folies en Folie* and then *En Super-Folies*, a build-up of 'inanity, until, after the war, they gave in to *Folies Cocktail*. A minimal improvement. There remains the quaint tradition that each girl makes

her own G-string, a bizarre emanation of the cult of the home-made. Confusingly enough for those who believe firmly (who am I to contradict them?) that the nude show demans women, it is at the same time obvious that in the Bluebell context it has been Les Girls who counted. Lovely Veras, gamine Olives, statuesque Denises. The men have never somehow been of comparable quality. They have even, let us face it, been a little bit embarrassing. Especially the troupe called *Les Collégiens d'Eton*, whose names - Yves,

Jean, Charlier, and, for heaven's sake, Maurand - seem lamentably lacking in verisimilitude.

Les Girls, the all-blonde ones known as "Les Bluebell's Beautiful Ladies" (the most energetic dancers) or the "Folies Stars", brought the regimented chorus line towards the art form. Anton Dolin, unaccountably unquoted by George Perry, once said "You can tell a Bluebell girl just as you can tell a Balanchine, by the way she looks at you." George Perry does point out that in make-up and in costume all girls in Bluebell chorus lines will tend to look the same.

One of the few interesting things about Miss Bluebell, whose life history in general is classically rapid, is the fact that at an early age she rose above the chorus line. Stopped out of line, quite literally, Miss Bluebell was a chorus girl who got away. It is quite a good old theme: the individual escaping from the bounds of uniformity, the human heart in the automation.

And so on. But not, so one hopes, on and on and on for ever. The signs this week suggest this theme has reached exhaustion-point. Not only have we been subjected on our screens to Part One - only Part One - of a wretched television drama based on Perry's new biography, but here open before me is yet more chorus line: the book of the film of the longest running musical in the history of the theatre in which, you will find it all too easy to recall, the human stories of contenders for a chorus line emerge, during auditions, in considerable detail. Not that this book is about the fictional characters. Would that it were. But this is life beyond the chorus line. This book draws on an unimagined source of revelations. It contains the real life stories of the actors in the flesh.

It is, as it sounds, a pretty flatulent idea. Quite apart from the fact that the actors' real-life stories are here, as elsewhere, a great deal less than riveting (do few have the urge to become actors is it profession which somehow induces dullness?), and none of them have much to say except they love Sir Richard, which in the circumstances is not exactly startling. The book is put together in a tone of synecdoche compared with which George Perry's adulatory account of Bluebell, in which he fails to mention that she has made her fortune out of human vanity, vulgarity, and lewdness, is incisiveness itself.

Paperbacks reviewed in *The Times* on Saturday.

Voices of a family at war

FICTION

Gillian Greenwood

WHITE WATER
By Joyce Reiser Kornblatt
Chatto & Windus, £9.95

PARADISE
By Hugh Fleetwood
Hamish Hamilton, £9.95

LOLA
By Delacorte
Translated by Victoria Reiter
Viking, £8.95

GUESTS IN THE BODY
By Michèle Wandor
Virago, £8.95

There are five voices in Joyce Reiser Kornblatt's excellent first novel, *White Water*, each contributing a personal perspective on a rather desolate family landscape. The voices belong to members of three generations of the American Fry family, including one ex-wife, who appear in the novel, assessing the events of their wayward and unsatisfactory existences in the light of the imminent wedding of the youngest family member (and voice), Diana.

White Water is an extremely accomplished piece of work. Its skillful use of voices and delicate construction (each narrative echoes the others, setting up poetic resonances beneath a deceptive simplicity) make it a pleasure to read. The voices expand and extend the narrative while retracing distant and recent past events. Memory is subservient to present human encounters, and childhood events are genuinely illuminating with no sense of the case history about them.

The events of the present take place in Miami, Florida; but the true territory of the novel is within the enclosed, yet estranged atmosphere of a family split apart by sibling distrust, divorce, and lonely children. Each voice has constructed a life which accommodates the family damage. Grandmother Rose tries to keep the peace while dreaming of a garden in Virginia; her son, Justin, has become a sort of urban guerrilla, allying himself with a larger, less intimate, global rebellion.

This is a "therapeutic" novel in the sense that its characters, through a process of memory, of never knowing memory took courage" mostly come to a greater degree of acceptance and understanding of themselves. The narrator of Hugh Fleetwood's gripping novel, *Paradise*, (his tenth) is also exercising the power of memory, but in his case to "try to regain paradise". A thriller-writer who believes that that genre is "the form of literature in which it is easiest, nowadays, to tell true stories," Peter recalls the events of his early adolescence in Italy. The son of a divorced couple who live, together with their respective new spouses, on an estate which forms the nucleus of an expatriate community in Santa Croce, Peter aged 12, alone knows the truth about the two deaths which have occurred.

The book opens in semi-farical spirit, with the first murder taking place in the best showing of a very strong presence and a beautifully contrasted with more solid Italians who serve it. This geographical protection from insecurities proves illusory and the group's disintegration

coincides with Peter's personal loss of innocence. Delacorte, author of *Lola*, would disagree with Hugh Fleetwood on the subject of thriller-writing and true stories. Delacorte is the pen name of a Swiss novelist and screen writer, Daniel Odier, whose previous novel, *Diva*, formed the basis of an imaginative and highly stylized French film. Where *Diva* was set in the world of opera and the French rock and roll personality who, having disappeared from California has re-emerged in Paris. Serge Gorodish, Delacorte's sophisticated and entrepreneurial investigator, together with his sidekick, a jail-bait blonde of 13, attempts to trace the singer for a fat profit.

The trail takes us (short scene by short scene as in a film script) through an amusing pastiche of rock world language an exotic leather bar in Cannes where the rich dress, down to catch rough trade; and a blend of sexual titillation and gratuitous unpleasantness which ends up, light-handed and entertaining as it is, in self-parody. Michèle Wandor's writing is in an altogether more serious vein. *Guests in the Body* is a collection of monologues, most pieces, and short stories which are written mostly from a Jewish feminist standpoint. The tone of the collection varies from a dour, self-conscious, over-written style to a more slapdash comedy. (In "Meet my Mother", a familiar Jewish mother-figure raises her consciousness to remark to her daughter, "You got to become a lesbian, you should at least have the decency to shack up with a nice Jewish girl.") These pieces are careful and highly polished for the most part, but are occasionally hampered by their own polemic.

The best club we have

Woodrow Wyatt
MAKING SENSE OF EUROPE
By Christopher Tugendhat
Viking, £9.95

Books about the European Economic Community are usually a yawn, dipped into with drooping spirits. This one is not. It is short and for the most part lively, written by a journalist who wrote for the *Financial Times* for 10 years, was an MP for six and a European Commissioner for eight with half of the time as a Vice-President. Like many other early enthusiasts for the EEC I was sold on the idea of a united Europe. Why not one great Western European family of the same cultural ancestors, with no frontiers and a single government? It would be a power as great as the USA and stronger than Russia. No-one could push us about and we would advance securely into unlimited prosperity.

That dream is still there. Mr Tugendhat describes it as the romantic rhetoric which continues to inspire and is not disturbed by the reality. "The result is that the language and actions of the Community and of the member states diverge increasingly, like those of a Victorian mill-owner's prayers on a Sunday and his actions during the rest of the week." It is not remarkable that the EEC has made such small progress towards supra-nationalism: it is remarkable that, however haltingly, it has made the progress in cooperation that it has. Mr Tugendhat likens it to "the dance of Echterbach: two steps back for every three forward".

Mr Tugendhat explained to me that the Community Party because everything was expressed in a Hindu manner. In the Community everything is expressed in a French manner, with the French language and bureaucratic systems to the front. That is our fault because we would not let it be at the beginning. It is useless to kick now, as we allowed the partnership between France and Germany to be the foundation of the Community.

But substantial reforms there may be over time, and Mr Tugendhat believes that the best method of getting them is to allow the French to claim them as their own idea. He points out that they obstructed the British from getting a fair budget contribution until they realized that they themselves were running into the same position. Then they did an about-turn and said something must be done about the "deficit" contribution.

Mr Tugendhat writes interestingly on how the Commission works and of the interplay of national loyalties among those who man it. Officials often guide their own country's minister into more fruitful results by teaching them to understand the workings of the Community and its nuances instead of chauvinistically ignoring them. Mr Tugendhat thinks that the most useful will be achieved by accepting the existence of the nation state rather than by trying to supplant it.

Lives of the librettist

John Higgins

LORENZO DA PONTE
By Sheila Hodges
Granada, £12.95

Lorenzo Da Ponte, poet, teacher, and book dealer, among many other occupations, provided for Mozart three of the world's most perfect opera libretti. That assures him immortality. But his own life, before he settled down as old age approached in New York as a moderately respectable husband, could have come from someone else's opera plot - an early Verdi, perhaps fashioned from a Victor Hugo melodrama.

As a young young abbé he was drummed out of Venice on charges of immorality with an accusatory letter being placed in one of the lions' mouths, which were constructed to accept such things. Shades of *La Gioconda*! In Vienna a rival in love poisoned him with nitric acid. Da Ponte kept his life but lost his teeth. In the same city Salieri among others intrigued against him as secret letters sped around the Court. (Amadeus, art thou listening there above?) Even in New York, when he was 70 and turning his hand to teaching young ladies, a fellow abbé (defrocked) sent letters to the parents of his pupils accusing him of "homicide, adultery, swindling, cheating, intrigue and debauchery". Such charges may well have prompted Da Ponte to write his own lengthy (and generally reckoned untrustworthy) autobiography.

Sheila Hodges believes that Da Ponte's own memoirs should be given a little more credence than they have been. Certainly they are the chief source for her own biography, and clearly she has found it difficult putting more flesh on Da Ponte's own words.

Throughout his life Da Ponte worked hard at covering up those Jewish origins, although he was scrupulous about sending home remittances to his sisters and his cousins and his aunt. Miss Hodges suggests interestingly that in Act III of *Le nozze di Figaro*, when Marcellina and Bartolo find out that Figaro is their long lost son, Beaumarchais' "C'est Emmanuel!" was changed to "Raffaello!" because Da Ponte could not bear to be reminded of his own name.

When Sheila Hodges is treading through the operatic archives of Vienna, London (especially), and New York she is at her happiest. Da Ponte himself, most colourful of men, too often comes out in shades of grey.

Ally versus the British

William Jackson

MARK CLARK
By Martin Blumenson
Cape, £12.95

General Mark Wayne Clark was one of the quartet of relatively junior American officers brought forward by General George Marshall to command the US Armies in Europe in the Second World War. The other three - Eisenhower, Bradley, and Patton - received a good contemporary British press and their reputations have stood the test of time. Clark did not, and has remained a controversial character on both sides of the Atlantic ever since. He was a friend of Eisenhower's, tolerated by Bradley, and loathed by Patton. There has never been much doubt about his enlarged ego, addiction to publicity, and ruthless ambition; nor about his countervailing qualities of leadership, singleness of purpose, military ability, and awesome capacity for hard work. Blumenson's biography uncovers what has always been suspected: Clark's veiled, but deep seated, dislike of all things British. If Montgomery was Eisenhower's cross in North West Europe, Clark was Alexander's in the Italian campaign.

Blumenson has had full access to Clark's diaries and papers, held in the archives of the Citadel, the military college of South Carolina. Clark became its President after retiring from the US Army at the end of the Korean War, having, as one of his successors, signed the Armistice which brought it to an end. This is the first time his diaries have been used to the full, though extracts on specific subjects have been published from time to time.

British readers will be most interested in Blumenson's treatment of Clark's well known clash with Alexander over the direction in which the decisive thrust should be made from the Anzio beach-head during the final stages of the battle for Rome. Alexander had his eye on the destruction of von Vietinghoff's Tenth German Army rather than the capture of the city. He directed Clark to drive due east to cut the

German withdrawal routes and thus encircle them. Clark disobeyed the spirit, if not the letter, of Alexander's orders and pressed north for Rome instead. Blumenson traces the origins of Clark's disloyalty to Alexander and confirms much that has so far only been conjecture.

Blumenson's book makes sour reading for those who fought in the Italian campaign or who have studied it in any detail. Clark's attitude is encapsulated in one of his diary entries in which he complains "we are caught in the British Empire machine". He believed that the British establishment from Churchill downwards was intent on hogging any glory to be had in the Mediterranean, while his American Fifth Army did all the fighting. Nothing could have been further from the truth. At the Salerno and Anzio landings, where the chances of failure were unduly high, it was Churchill who insisted that the British should provide half the assault forces to share the risks. Clark construed this as a British ploy to ensure their troops would be first to enter Naples and Rome.

He had little good to say about the British commanders: Alexander, Montgomery, Lee, McCreery, Kirkman, and Harding are all described in denigrating terms. In his view, only the Fifth Army did any fighting; the Eighth Army always lagged behind the Fifth; the Royal Navy gave him only grudging support; and the British generally took an unfair share of available Allied effort. He reiterates on several occasions his view that the Eighth Army could not, in American rugged slang, be trusted to carry the ball. Clark's structure were hardly borne out by the Allies' losses, which were: British Commonwealth 148,000; US 119,000; French, Poles, Brazilians, Italians, and Greeks 46,000.

Nevertheless, Blumenson's book is another valuable contribution to the bibliography of the Italian campaign. Unfortunately it will be read more widely in the United States than the last two parts of the British Official History, covering the same period, which will not be published until later this year, and should go a long way towards correcting Clark's bias.

Stevie Smith is the lady in the corner of twentieth-century verse in English; the one with the ghastly floral hat and the knitting. Only when you look closer do you notice that those flowers are real and still growing, and that what you took for knitting needles is actually a matter of daggers. Seidom, in other words, can such a fierce mind have bothered to disguise itself so convincingly behind the appearance of fecklessness. She grew so good at it, over the years, that there were moments when one had doubts. The *Collected Poems of Stevie Smith*, edited with a preface by James MacGibbon (Penguin Modern Classics, £3.95) dispels them. Tittering on the edge of doggerel, Stevie Smith's art was a habit of never quite falling over. Or if she did fall, she would make it look like a dive. At her best she was very simple and very good:

O lovers true
And others too
Whose best is only better
Take my advice
Shun compromise
Forget him and forget her.

Elizabeth Jennings has always been a smooth, even facile, poet; faced with some of her past work one might be forgiven for supposing that she could turn anything into a poem that

When Iona and Peter Opie assembled the "small satchel" of poems that made up the *Oxford Book of Children's Verse* they poked in a couple of dozen pieces from the United States: dim classics like "Mary had a little lamb" and Gilbertian rollicks like "The Camel's Complaint". There wasn't anything distinctly American about these, except for the dialect chants of James Whitcomb Riley, who wrote "The Raggedy Man" and the piece which says that "the Gobble-uns'll git you if you don't watch out!"

Nor can anything much more strikingly American be found in Donald Hall's *Oxford Anthology*, even though it increases the Opies' choice elevenfold. Like them, he has arranged his selection chronologically - beginning with Puritan admonition ("depart to Hell, thou'll git you if you don't watch out!") and proceeding through a variety of styles, almost all derivative from British sources. Lear, Carroll, and Stevenson are godfathers to much of the best in the book, even though circumstantial matters - a preponderance of

Not quite falling, but diving

POETRY

Robert Nye

was much the same as every other poem: she had ever written. One day, when the end of the world comes, Miss Jennings will be there with notebook and pencil, and she'll get it down in three half-rhyming stanzas, neatly measured with a carefully diffident punch or nudge line at the close. Interestingly, the new work collected in her *Extending the Territory* (Corgi, £4.95) does show her beginning to doubt her own capacity to ingest the world and give it back as poems. An acquaintance with pain and mental disturbance has taught her verse a little humility, and with this goes a fumbling feeling for sincerity at all costs which makes some of these poems very moving indeed:

CHILDREN
Brian Alderson
THE OXFORD BOOK OF CHILDREN'S VERSE IN AMERICA
Edited by Donald Hall
Oxford, £15
MESSAGES
A book of poems compiled by Naomi Lewis
Faber, £7.95, paperback £2.95

hired-men and other American fauna - give the poems a foreign flavour. Only the genius of Emily Dickinson (who shouldn't really be there) and only some of the living writers, like the delectable and now very aged, Elizabeth Coatsworth, or the clever nonsense-men, like Dr Senn or Shel Silverstein, can be heard to have markedly un-English accents.

For all its conservative character however this Oxford anthology has a quality of commitment which links it at least superficially, to the other great collection of the year:

I came upon a kind of magnet-pull
But where's the metal? I became aware
Not of self, that feuding miscreant,
Invalid sufferer.
No, now to the full:
I feel the planet cruising through the air
And light's the one important element.

Norman Cameron used to say of Laurie Lee that even when he wasn't very good, he was always clean. The kind of cleanliness referred to resides, I think, in the eye and the heart. The best things in Lee's *Selected Poems* (Penguin, £1.95) speak of a certain purity preserved or achieved in both these important organs:

Such a morning it is when love
Leans through geranium
And calls with a cockle's
tongue.
When red-haired girls scamper
like roses
over the rain-green grass,
and the sun drips honey.

This is minor poetry by any standards, but there is something agreeable about minor poetry which has no pretensions to be anything else, and which is verbally so well achieved that you want to read it out loud to anyone who will listen on a winter's night.

Naomi Lewis's *Messages*. Donald Hall and his assistant, Linda Howe, have rummaged through sackloads of ephemera in order to achieve a just representation of what American publishers expected children to read; Naomi Lewis has drawn upon a lifetime of poetry reading in order to share with children the richness of the experience.

Messages pays little of the heed that Mr Hall does to writers' intentions. Miss Lewis is unconcerned whether her authors are addressing children or not. What does preoccupy her - overriding the known names of the familiar pieces of standard anthologies - is the "peculiar power and interest" of poems that make a near-flawless unity of technique and content. As a result she has brought together, theme by theme, a most wonderful collection of artefacts - ballads juxtaposed with Browning - Christina Rossetti with Mao Tse Tung. Like Griselda Graves' *The Burning Thorn* of a year ago, this is an anthology that could wake a generation to the splendours of poetry.

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THE TIMES DIARY

Asking for more

Two middle-aged brothers living at Worthing in Sussex have vowed to starve to death unless the local council reverses its decision to close the town's Connaught theatre on Saturday. Yesterday Michael and Roy Wilson told me that for the past 10 days nothing had passed their lips but water with a slice of lemon. Roy, an author, has already lost a stone and Michael, a BBC freelance photographer, 10lb. They have seen every play at the Connaught for the past 10 years and, however weak, intend being there for the final performance - of Lionel Bart's *Oliver* - on Saturday. It will be somewhat unfortunate when it comes to *Food, Glorious Food*. Members of the cast have visited them at their home, where they are fasting under observation.

Professor Victor Wynn of St Mary's Hospital, London, told me yesterday that healthy young men could survive up to five weeks without food (longer if they were fat) but starvation in older men could induce acute heart failure, even after 10 days. Worthing council is aware of the brothers' stand but says it cannot afford the theatre's £178,000-a-year upkeep.

Beyond the pale

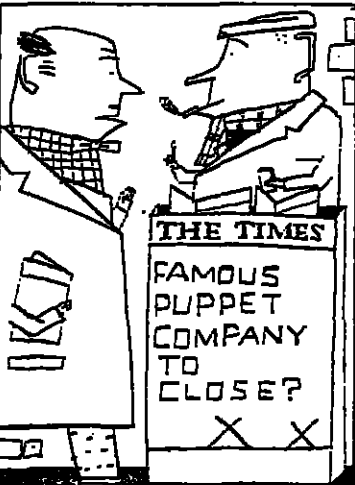
Alice Tulloch, the Edinburgh Fringe ticket manager for the past 30 years, has been excluded by organizers of a major benefit being held on Saturday week to toast parting Fringe maestro Michael Dale and all those who helped him. The omission, I'm told, is causing outrage, and Dale's predecessor, Alistair Moffat, is staging a boycott. Yesterday Fringe secretary Andrew Kerr, who says "space is limited", was surprised by all the fuss. "At her age she should be wrapped up in front of the television. I don't think she would thank us for keeping her up to midnight." I just hope that Dale, who suggested that Mrs Tulloch be there, and Fringe chairman Jonathan Miller can last the pace as "the young ones".

Guest speaker at the buffet lunch tomorrow to launch Routledge and Kegan Paul's book *Protection and Industrial Policy in Europe* The Rt Hon Leon Brittan PC, MP.

Wrong track

Picture the scene: a Lancashire man fancies a trip on the Venice Simplon-Orient-Express, and on reading the brochure can hardly contain himself. "The menu have been chosen to reflect the glories of the train. Spoil yourself with caviar or foie gras if you wish, or enjoy the perfectly cooked delicacies such as le Gratin de Crustacees à la Thermidor and le Filet de Bœuf poêle 'Hercule Poirot'." The fare includes all meals. He duly signs on the dotted line, hops aboard, tucks in his napkin, and smacks his lips in anticipation. At the table, however, he is told the foie gras at all were not included, the table d'hôte for you. Sir, back in Lancashire he got his revenge, however, the Orient Express has now been found guilty by the Advertising Standards Authority of breaching its code of practice.

BARRY FANTONI



"I hadn't realized we were that near a general election"

All in vain

Inside sources tell me that left-wing Bristol city councillor Andrew May is a cert to replace Michael Cocks, former Labour chief whip and the party's only West Country MP, after his likely defection on Sunday. Cocks stood down as chair last month partly because of alleged pressure from Kinnock and also, it is said, to concentrate on wooing his recalcitrant party in Bristol South. Perhaps he should take Kinnock's peerage offer fast.

Lamontable

If defence procurement minister Norman Lamont had flounced out of the Government alongside Michael Heseltine, it would have made little difference to the Conservative Party's 1986 pocket diary. Its list of ministers leaves out Lamont's name entirely - an error which embarrassed staff at Central Office yesterday promised to rectify as soon as possible.

Fur flying

Be you ever so ideologically sound, the GLC can still call you sexist. The latest victim is Greenpeace, whose anti-fur trade poster is being displayed at an exhibition in County Hall as an example of offensive work. The poster depicts a woman wearing a fur coat with the caption: "It takes up to 40 dumb animals to make a fur coat but only one to wear it."

PHS

Fraud: add action to the Act

by Nicholas Goodison

Brian Sedgemoor MP is right to complain loud and long about fraud, but he is in danger of falling into a common legislators' trap. Shiny new laws do not deter criminals if they are just as content to break the new laws as they were to break the old ones. They are really deterred only if they know that there are inspectors and policemen who will catch them, and courts who will swiftly lock them up.

People and companies cannot rely on the state to protect them completely from crime, nor do they. Supermarkets employ store detectives, banks put holograms on their cheque guarantee cards and employ inspectors to call unannounced at their branches, and insurance companies check that your house really has burned to the ground before paying up.

The Financial Services Bill starts its committee stage in the House of Commons next week and should become law later this year. It addresses at last those areas of the securities and investment business where state regulation has either not existed or has failed to perform well enough to protect the public. It proposes the equivalent of store detectives on the inside of these industries with a state-appointed agency standing by to chastise them if they fail in their duties, or even to take over these duties if necessary.

My concern, first expressed to the Prime Minister last November, is that this law will not be enough if the state does not upgrade its machinery for dealing with suspected fraud, and if the procedures for prosecuting it are not effective. At its simplest, this

means that the government must employ enough skilled investigators to collect sufficient evidence for fraudsters to be prosecuted, and that court procedures must be equal to the task of unravelling the complexities of financial fraud so that prosecutions are on sure ground. If these two aims cannot be achieved, fraudsters will continue on their discreditable way with little fear of being punished.

The Roskill Commission, which reported on Friday, has now opened up the debate on the judicial processes involved, and has made some very welcome proposals which, if implemented, should go a long way towards increasing the number of successful prosecutions.

For the Stock Exchange to do its job properly, for it to provide an efficient capital-raising system for companies and a safe place for investors to operate, it has had to create rules requiring high standards of practice and behaviour, to provide the resources to police these rules, and disciplinary machinery to punish practitioners who break them. This discipline is not an alternative to state prosecution for breaking the law any more than being dismissed for stealing from your employer keeps you from being taken to court.

The Stock Exchange has 4,500 members grouped in just over 200 firms. It employs more than 200 full-time regulators, 25 of whom are inspectors with powers to

scrutinise in detail all the firms' records and investigate any suspicion of irregularity or malpractice. Since 1978, the Stock Exchange has expelled 12 members, suspended 23 others for lesser disciplinary offences, and censured a further 23 publicly. In the majority of cases the misdemeanours were uncovered during routine visits by our inspectors.

We also back our reputation with hard cash. Since 1952 we have had a compensation fund, limited only by the total assets of the Stock Exchange and all its members, to repay any member of the public who has suffered loss through the fraud or failure of a member. To date, it has paid out £7 million, recovering two-thirds from the estates of defaulters.

The lawyers, accountants, former police officers and experienced administrators who make up our surveillance division are worth every penny of the £500,000 they cost us to employ last year: our customers would soon desert the Stock Exchange for safer markets if our rules were neither effective nor adequately policed.

But the Stock Exchange cannot discipline people who are not its members, nor can it send anybody to prison. This is the task of the state and the courts. I hope that Parliament will bear in mind that the law cannot reach where enforcement does not follow, and will very soon make the necessary reforms.

Sir Nicholas Goodison is chairman of the Stock Exchange.

Bulwark and threat: Robert Fisk on Libya's restless army

Why Gadaffi can never relax

Tripoli

Shortly after dark on November 23 last year, a car approached the Bab el-Azizia barracks in Tripoli where Colonel Gadaffi lives with his family. The driver was a 45-year-old colonel in the regular Libyan army, a gruff, discontented man named Hassan Ishkar who had often argued with Gadaffi over the course of his "people's revolution" and the effect it had had on the army.

Most of all, he had come into conflict with Gadaffi over Egypt. Ishkar's wife was Egyptian and he greatly feared a war along Libya's eastern frontier. He had good reason: that very day, three gunmen had hijacked an Egyptian airliner to Malta and already President Mubarak was blaming Gadaffi.

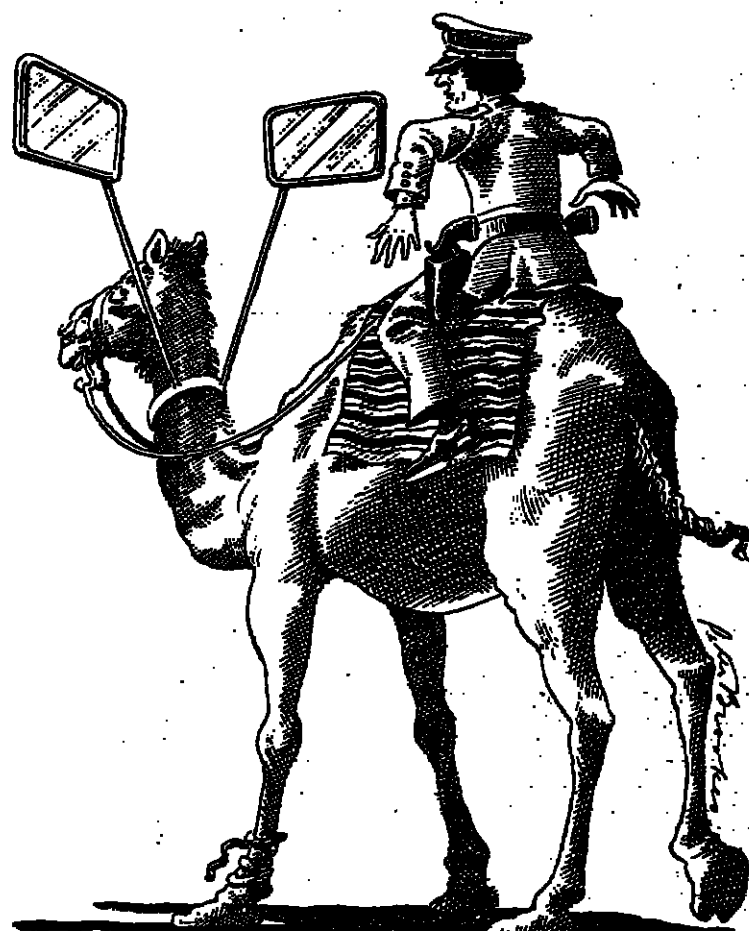
What happened when Colonel Ishkar's car drew up at the barracks gate is still confused. The most coherent account says he got out and ordered the sentries to let him pass. They refused: the commander of the guard, it is said, then raised his Kalashnikov Ak 47 automatic rifle and opened fire, hitting Ishkar six times in the head. He died in hospital an hour later, under the care, ironically, of an Egyptian.

Officially, his death was referred to as suicide, although no public announcement was made and he was given a secret, pauper's funeral. No name was inscribed on his gravestone. The guard commander has disappeared.

Whenever such events occur in a police state like Gadaffi's they produce a cluster of rumours. It is said that Gadaffi himself personally shot Ishkar, that the dead man had been plotting a coup, that he was suspected by the Libyan authorities of working for the CIA and had intended to assassinate Gadaffi in his tent together with his family.

The real significance of the killing, however, was that Ishkar was the commander of the Libyan army in Sirte, effectively third in command of the entire Libyan armed forces, and his death was the most serious blow yet struck at the institution which, 17 years ago and on a wave of popular sympathy, brought Gadaffi to power.

For the army represents both Gadaffi's principal defence against foreign intervention and the gravest threat to his own dictatorship. Save for individual assassination, his enemies can hope to topple his regime only by using the army in a coup. Thus Gadaffi will brook no opposition, however mild or reason-



soned, from within the military, even from a man like Ishkar who was from his own tribe, indeed a distant cousin.

It is for this very reason that Gadaffi tried to strengthen his army militarily while emasculating it politically. While re-equipping it with new ground-to-ground missiles from the Soviet Union, he has forced every military unit over company strength to accept in its barracks a cadre from one of his own revolutionary committees. In the big army bases in Tripoli, Benghazi and Tobruk, revolutionary committee members loyal to Gadaffi now guard the ammunition stores, even though they are of lower rank than the regular army ordinance officers.

The attempts on Gadaffi's life have taught him not to trust his army in early March of last year, for instance, there were reports of an attempt on his life at a villa outside Tripoli. Fifteen army officers were

afterwards hanged. Subsequently there was an attack on a convoy in which Gadaffi was travelling: he survived, but up to 60 officers were executed as a result.

A year earlier, on May 8 1984, Gadaffi had received a harsh lesson in the penalties of supreme power when his Tripoli barracks came under heavy mortar fire from dissidents of Yusuf Magariff's Libyan National Salvation Front. Twelve of the attackers were killed, with an estimated 60 of Gadaffi's defenders. The army was not immediately suspected, but in the aftermath of the coup attempt it was armed members of the revolutionary committees, not regular troops, who patrolled the streets of the capital.

All this has only reinforced Gadaffi's determination to maintain a people's army rather than a professional military force. The very idea of a regular army is antithetical to the values of his revolution. The

officer corps of the 4,000-strong army is still composed of traditional conservative soldiers who maintain their loyalty to the state because they share the same nationalistic, though not philosophical, sentiments as Gadaffi.

Revolutionary committees have meanwhile encouraged demands within the "people's congresses" for members of the "popular militia", in which every able-bodied man has to serve, to put in more than the present one month a year training period. At times, the committees have gone too far. When Gadaffi announced that all symbols of the bourgeoisie should be eradicated, several army officers based in Tripoli found that their new BMW limousines had been set on fire and destroyed.

Events outside Libya have long presented an internal military threat to Gadaffi. When the Algerians moved troops through Tunisia close to the Libyan border last year, there was a serious mutiny in the desert by units of both the Libyan army and air force - at least one jet attacked an army headquarters with rocket fire and a series of arrests and executions inevitably followed. Moscow was already deeply unhappy at the possibility of a battle between Libya and Algeria: both are equipped with Russian arms and use Soviet advisers, and it remains unclear whether Soviet agents had any hand in the uprising.

When a conflict with Egypt seemed imminent in November, therefore, Gadaffi was in no mood to tolerate Ishkar's criticism. He is well aware that the CIA, according to American press reports, would like to lure him into some foreign adventure that would prompt a full-scale military uprising. That is one reason why he now keeps his troop strength in Chad down to about 6,000 men. Chad is not a popular war here.

Nor does the army approve of Gadaffi's relations with the Palestinians. The hijacking of the Egyptian airliner was probably the last straw for Ishkar, who may have thought that the jet was heading for Tripoli. In any event, his condemnation was never heard. Nor did the army display any reaction. Indeed it has had little opportunity to do so. Last year the annual military parade, marking the anniversary of Gadaffi's revolution, was cancelled on his orders. He remembered too well, no doubt, how his Egyptian enemy Anwar Sadat had met his fate.

Bringing the Westland debate down to earth

The battle over the ailing Westland helicopter company is largely being fought in a code consisting of letters and numbers obscure to most people outside the aviation industry. These describe dreams and schemes for helicopters, most of which have not yet left the drawing board.

The helicopter's flexibility and mobility has meant that it has become increasingly central to conventional military planning. The future over Westland reflects in part the fact that the market, despite the present hiccup that led to Westland's problems, is growing, not shrinking.

A number of unfamiliar terms will be in frequent use at the Westland Shareholders' meeting at the Albert Hall tomorrow. This is a summary of the most contentious projects and the latest state of the arguments about each.

AST-404: Air Staff Target 404 was a programme under which the RAF was to have obtained replacements for the Wessex and Puma helicopters used in support of the army for moving troops and equipment. It had been thought that up to 125 helicopters would be required. The contenders were Sikorsky's Black Hawk, Westland's W-30 and Aerospatiale's Super Puma.

However, the Army began to think that something larger than the helicopter proposed under AST-404 would be required and the programme was shelved. Because of this, Heseltine has been saying there is no present requirement for the Black Hawk or for the other aircraft contending for AST-404.

Black Hawk: This Sikorsky helicopter is at the heart of the Sikorsky-Fiat offer, under which Westland would pay £5 million for a licence to



Black Hawk: Sikorsky's world challenger



Super Puma: contender for British army role

build and sell it. Sikorsky has so far built about 800 Black Hawks, most are for the US army, but about 40 are for overseas markets - and Sikorsky claims that after only three years of marketing it around the world it has other firm or strong prospects for orders for another 130.

Although critics challenge the prospects of Westland acquiring Black Hawk orders, Sikorsky believes there will be a requirement for 750 helicopters in this category in markets where Westland is well placed to compete.

European collaboration: If the European consortium's proposals are eventually accepted by Westland shareholders, it hopes to reach agreement on a family of helicopters for three separate military tasks, to be produced in collaboration by Britain, West Germany, France, Italy and other countries. The three roles are sea-based operations; a medium-weight transport for use in support of the army and in a naval context; and a lightweight battlefield helicopter.

Westland has been warned that it would be excluded from European

projects if it linked with Sikorsky. However, Westland has supplied nearly all the helicopters used by the British armed forces and Mrs Thatcher has made it clear that the government would try to persuade the Europeans not to discriminate against Westland.

All three European tasks could be fulfilled by projects now at various stages of development or discussion, although supporters of Sikorsky are sceptical about how far these projects will actually go.

The naval helicopter, the EH-101, is being produced jointly by Westland and Agusta of Italy, a member of the European consortium (EH stands for "European helicopter"). It is due to enter service with the British and Italian navies in the early 1990s, replacing the Royal Navy's existing Sea Kings. This project is the subject of binding contracts and seems certain to go ahead, whether Westland accepts the Sikorsky or the European rescue package.

The medium transport helicopter, NH-90, is seen as carrying out

the sort of role for the British army envisaged by AST-404. It is the subject of a project definition study involving Britain, France, West Germany, Italy and Holland, and would be expected to enter service in the mid-1990s.

It is estimated that European forces would require about 700 of this aircraft. It is one of the projects from which Westland is threatened with exclusion if it teams up with Sikorsky, if only because the Black Hawk is seen as a potential competitor.

Two European programmes aim to fulfil the light battlefield/anti-tank helicopter role. One is the PAH-2 Franco-German programme; in the other Britain, Italy, Holland and Spain are discussing the possibility of developing the Italian A-129 helicopter for this task. It is proposed that both projects should be merged to produce a single design, of which more than 600 are estimated to be required in Europe. Westland is threatened with exclusion from this project also if it accepts the Sikorsky offer.

In looking at these projects, Westland shareholders will have to consider two fundamental questions:

Can Westland sell the Black Hawk in world markets if it accepts the Sikorsky/Fiat offer?

Do they believe that the proposed European collaborative programmes will come to fruition, and if so, do they believe their company will be shut out if they link with Sikorsky?

Rodney Cowton
Defence Correspondent

Ronald Butt

Reckless - or wrecker?

Michael Heseltine may well have cost the Conservatives the next election. That may not trouble him much. Inflated by euphoria, he is floating high above the political conventions as a man who has risked all for the sake of two principles: safeguarding defence policy and protecting the constitution from Mrs Thatcher.

Sacrifice of office is compensated for by the excitement of public attention and the palpable pleasure of watching the embarrassment of former colleagues. (He quaked with mirth on Monday when Michael Foot asked Lord Brittan an awkward question.) Heseltine can also enjoy contemplating the possibility that one day he may lead back to power the party which, for principle's sake, he now puts at risk.

Meanwhile, it is virtually impossible to envisage any circumstances in which he could again be part of any Conservative cabinet, except as its head. How, after his behaviour both before and since his resignation, could another prime minister risk including him? To do so would be to live in the knowledge that, if a moment came when he wished to campaign against colleagues and their policies, he would not hesitate to do so, by any means to hand, and with no holds barred.

Colleagues would have to accept that when, in his own good time, he had left them, he would happily disclose information supposed to be confidential, even though with resignation he had lost a minister's right to authorize disclosure. They would be aware that he would feel free to write his own version of events, knowing that his colleagues still in office would find it difficult to reply in kind without equivalent betrayal of confidential discussions. They would even have to accept being wrong-footed or find themselves making the kind of disclosures which not only lead to a demand for still more disclosures, but also involve revealing things said in private only on the assumption that private they would remain.

No group of individuals trying to work together, whether in a cabinet, a board of directors, a trade union or a committee, could operate freely if they all chose to act as Heseltine has done. At every sign that the crisis might be dying down he has blown on the flames. His determination to force publication of the confidential letter from British Aerospace to the Prime Minister is the latest example of this.

Heseltine is not the first minister to fight outside the cabinet, as well as in it, for the policies he wants. But such action has hitherto taken forms which do not threaten the government's future (except, of course, when the cabinet is so great that a party splits, as the Liberals did over Home Rule, and Labour over National government in 1931).

The intrinsically minor Westland affair, with its miasma of leak and counter-leak, accusation and distrust, has been an exercise in the politically unnecessary. In the later stages of the crisis it is hard to see Heseltine's conduct as other than a wrecking exercise, whether the driving force came from personal excitement, calculation or (probably) a bit of both. (His resignation, Mrs Heseltine has revealingly told us, "certainly wasn't a snap decision".)

Yet there is no doubt that great and probably lasting harm has been

done to the government since alleged evidence has been offered by a former cabinet minister to confirm what many people who reasonably dislike Mrs Thatcher would believe of her, that she is bossy, arbitrary, intolerant, unwilling to listen and a tyrant to her colleagues.

In fact, she was obviously less rigid in the Westland affair than Heseltine himself. Her only real criterion was that any deal must be acceptable to Westland's board, which the European proposal was not. In contrast, Heseltine was anything but even-handed: his whole campaign being designed to kill off anything except a European solution, whether the board liked it or not.

As for Mrs Thatcher's constitutional tyranny, about which Heseltine is especially wrathful, nothing Mrs Thatcher has done in steering the Westland affair towards a conclusion (by using the control every prime minister has over the structure of committees and the cabinet agenda) matches Heseltine's own breach of almost every other convention. If there has been any alleged, an "affront to the constitution", he, not Mrs Thatcher, is responsible for it.

As for the charge that Mrs Thatcher is a tyrant, the whole history of this government disproves it. It would be easy to provide a long list of issues on which she has bowed to convenience, or to pragmatism, headed by the government's often over-cautious handling of the great question of public spending. Moreover, a prime minister who accepted most of her predecessor's cabinet as her own, even though she had been elected leader in order to change the political direction, hardly suggests total dogmatism.

In fact, she has put up with repeated resistance and rebellion from a faction left over from the previous regime. As her colleagues, Norman St John Stevas, Sir Ian Gilmour, Francis Pym and James Prior campaigned through the media for more public spending she accepted it with a great deal of tolerance until it in turn reached a position in which it was only a matter of time before it would depart. Apart from Peter Walker, only Heseltine remained of the number, and he has gone in a manner that makes maximum mischief.

Yet apart from higher spending, what would their policies have amounted to had they been the decisive element in government? Would they have provided the drive which has brought inflation down to below 4 per cent, reformed trade union law and created a new union democracy, privatized a proportion of state industry few would have thought possible ten years ago, forced Labour to rethink its nationalization policy, and (in short) has brought about the biggest social change since 1945, generally in a more popular direction?

That is inconceivable. Whatever her faults, Mrs Thatcher has led one of the most remarkable and successful governments of this century. Yes, she often sounds bossy, insistent and dogmatic. But she has probably had to talk like that to have her case heard at all, and heard it has been. The Tory party can rightly feel that she could have handled the Heseltine case much better, but the fault in this case has been one of too much rather than too little tolerance.

moreover... Miles Kington

Don't junk this FREE offer

Did you get nothing in the post today? Feeling left out? Then just cut out this piece carefully, fold it and put it through your own letter box!

Dear Reader,

Yes, it's true! You have been selected from among many thousands of Times readers to receive an absolutely FREE PRIZE! All you have to do is fill in the form at the end of this letter and send it off, and you will receive an absolutely FREE PRIZE. And we think you will send off the form because, by the time you will be convinced by our arguments and also by the way we print FREE PRIZE in capital letters. Sometimes we like doing MAGNIFICENT in capitals, or even NOW! but mostly, we like doing FREE PRIZE.

Now, as an intelligent Times reader you're probably saying to yourself, "Hey, hold on a moment. That's a tall story. All prizes are free. If you have to say 'it's not a prize', and 'anyway, if I've done nothing to deserve it, it's not a prize', it's a present. And I bet there's some catch."

You're right! You're absolutely right! You're the kind of snappy intelligent reader we're after. So we'll rephrase that and say that, if you fill in the form at the end, you'll receive immediately A PRESENT WITH STRINGS ATTACHED. And after that you can win on the mystery trail, which could win you £30,000. In our last competition, Mrs Frederic of Swansea won on the mystery trail and won £30,000. Here's a picture of her beaming and holding the cheque for £30,000, and here's what she had to say:

"Hello. I work for a model agency, who told me to come along this morning and hold up a cheque for £20,000, pretending to be a Mrs Frederic of Swansea. Not a bad morning's work for a hundred quid. Is there really a Mrs Frederic of Swansea? Well, you really got a FREE PRIZE? Is that a bit up there? Halley's Comet or a mark on the window? Who's to say? It's a funny old world."

Yes, that's what Susie Dangerfield of the Lifesize Model Agency had to

say when she had the chance to pretend to be Mrs Frederic of Swansea. You could be the next winner of this mystery trail, as long as you send off at once for A PATHETIC LITTLE GIFT WITH LOTS OF CONDITIONS ATTACHED.

Now, why are we doing this? Are we pushing some magazine whose circulation has sunk below 10,000? Are we starting a part publication called *Men, Guns and Lots of Violence*? No, it's a different appeal to Westland shareholders? Or is it the lads at the Victoria & Albert Museum at work again, thinking of new ways of getting money?

Nothing like that at all! This is the launch of an absolutely new credit card, the Moreover Universal Credit Card. We can safely say that this credit card is like no other credit card ever invented. Why? Because there is no shop, restaurant or hotel in the world that accepts it!

Yes, if you have ever worried about over-spending on your credit card, or found yourself buying things you didn't want, this is the one for you! When you present the Moreover Universal Credit Card, you know that the salesman will murmur: "Moreover! Certainly, sir. Just wait there while I send for the police."

Not only that, but the Moreover Universal Credit Card can also be used for cutting pastry, indicating nasty wounds on muggers, removing ice from car windshields, and more.

And another thing. As soon as you have your Moreover Card, you will start getting bills for accounts run up by us! That's because we have an identical copy of your card, and we intend to use it as soon as you get yours! But hurry - you can only get your Moreover Credit Card if you sent off this form now.

Name _____
Address _____
I enclose a cheque for £10. I haven't the faintest idea what this advertisement is all about, but it was the best thing I got in the post this morning. If I win the £30,000 mystery trail, please keep the money.
Signature _____

I am over 21 and should know better.



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THE NATIONAL INTEREST

Mrs Thatcher faced two political opponents yesterday, Mr Neil Kinnock, the leader of the Opposition, and Mr Michael Heseltine, her former Defence Secretary. By the dicta of Parliamentary debate she directed her reply only against the generalized critique of Mr Kinnock. She opened her speech with the words that there was "not a great deal to answer". The long sequence of yesterday's publications, pontifications, and allegations suggests however that there is still a great deal to answer.

The political questions concerning the true nature of the Government's understanding of non-intervention in industry are likely to emerge through the ordinary business of political discourse. Considering the confusion that clearly exists in Mr Leon Brittan's mind about this matter, this can only be to the good of the Government's long-term prospects.

On the questions of fact, however, concerning the events of December and January described by Mrs Thatcher and Mr Heseltine yesterday, a more formal method will have to be found to resolve the extraordinarily damaging divergence between the accounts of two politicians who until recently shared the responsibility for this country's defence.

Mrs Thatcher spoke before Mr Heseltine yesterday. She gave an internally consistent account of her Government's interest in and attitude to the Westland company. Mr Heseltine gave a version of the same events which was also in itself consistent. If he is right in saying that a meeting of ministers to discuss his European proposals had been agreed for December 13 and that such a meeting was cancelled to prevent him making his case, he has a good right to be aggrieved. If he is right in alleging that the British ambassador in Rome was instructed by the Foreign Office to ask the Italian Government to refrain from supporting the European consortium, this too constitutes a bizarre case to answer. If efforts were made to "stop" a BBC programme on which he was to appear this too is a serious matter.

We have no evidence, of course, whether any of these charges can be substantiated. But, for example, on the question of the "agreed meeting" the point at issue is no longer just the constitutional behaviour of Ministers within the confines of cabinet government but a matter of fact. As has been said on a number of occasions throughout this affair, someone is telling the truth and someone is not.

For what will be a primarily evidential inquiry, an investigation by a committee of the whole House, as proposed by Mr Kinnock, would be perhaps the

least appropriate method. A rapid inquiry by a high court judge must be given urgent consideration. When the Westland affair is over many questions will remain. Some were raised yesterday. They include questions of the Official Secrets Act, the increasingly public nature of cabinet committees, ad hoc committees and other mechanisms of Britain's secret constitution which, until recently, were never admitted to exist. They include all the crucial questions of ministerial responsibility and behaviour which have emerged in the last few days.

For such a debate to proceed it will be vital that it has the facts concerning the events that sparked it off. Otherwise mud will simply be piled upon mud, some sticking, some falling off, but all of it obscuring the issues.

Mrs Thatcher's reply to Mr Kinnock yesterday did not suggest that she has yet grasped the importance of what is going on. For her immediate political concerns this may appear to be the best policy. She clearly found it difficult to distance herself from a fraction from the position of the hapless Mr Brittan who was to follow her in the debate. Mr Kinnock, moreover, chose to make familiar assaults on her domineering attitude and the "jellyid ministers" in her Government. He supported the version of Mr Brittan's meeting with Sir Raymond Lygo that was revealed in the controversial letter from Sir Austin Pearce, which the Government yesterday published. Mr Kinnock gave a fulsome account of Sir Raymond's good character and doubted whether he was the type of man who would have said he had been threatened if he had not been.

But this letter - for all that it had been at the centre of the political storm on Monday - was essentially part of a disagreement between two interested parties in the Westland conflict. A deeper danger to Mrs Thatcher's Government is the utter confusion about the Government's policy of non-intervention in industry that is portrayed in the Trade and Industry Secretary's own departmental record of the Lygo meeting. Mr Brittan's private secretary, Mr John Mogg, dutifully records that Mr Brittan told Sir Raymond "that it was a matter for the company to decide what course to follow and that he himself had no view on the merits of the two offers".

He goes on, however, to record Mr Brittan's view that "the nature of the campaigning and the overtones of anti-American sentiment were particularly damaging". There is an implication here that the nature of the campaigning was not the only thing that was damaging. He

records that the Secretary of State would have found it "helpful if British Aerospace had spoken to him initially". There follows the strong implication that if Mr Brittan had been so consulted he would have advised against British Aerospace joining, let alone leading, the European consortium.

It should be remembered that this discussion was between a cabinet Minister and the chief executive of a company whose shares had been sold by the Government in May as part of a general strategy of reducing its interference in industrial decision making. According to Mr Mogg, Sir Raymond was left doubtful about what exactly was the national interest. Well he might have been. As Sir Austin Pearce was to put it in his letter to the Prime Minister "we have been told by another great Department of State that what British Aerospace were doing was in the national interest".

For Mrs Thatcher's own political interest it is important that this philosophical issue be resolved clearly and quickly. In Mr Heseltine she now has a determined and well-informed proponent of the interventionist alternative on her own back benches. The Prime Minister's enemies may well be thinking now that there is some deep and undisclosed reason why she leans her weight to the Sikorsky proposal as she is alleged to have done. The talk turns to Star Wars work and other great political matters besides. But at the heart of Mrs Thatcher's worries about the European alternative is just as likely to have been the fear of being forced to create a State industry out of a lame duck.

Twice this week the Militant Labour MP, David Nellist, has called for the nationalization of Westland. At the bottom of Mrs Thatcher's mind may have lurked the fear that Mr Heseltine would be prepared to countenance that possibility too.

At this stage in the Westland affair we can see short-term damage to the Government and flaws in its philosophy that may be dangerous in the longer-term; there are short-term affronts to the dignity of cabinet government and the prospect of strengthening it in the longer term if the right lessons are learnt and acted upon. But the nastiest taste - which may linger longer than any but Britain's enemies would wish - is the exploitation, by Mr Heseltine above all, of growing anti-American feeling. Contemptuous references to stampeding American multinationals grasping for British "job lots" undermine the transatlantic relationship which is the paramount national interest in this case.

which keep the total constant, give an appearance of budgetary prudence: they help to keep the totals unchanged from plan to plan. But they have also helped to finance increases in programmes with a human face.

The plans for the year immediately ahead (1986-87) provide a perfect illustration. In theory, they imply a modest real cut in spending. In practice, asset sales, together with a cut in the Treasury's reserve for emergencies, have gone to finance £4 billion of extra spending which has been added to departments' plans just since last year's white paper. Roadbuilding is to be increased by 10 per cent next year, to placate the construction lobby. Employment programmes have been boosted by over £500 million. And the social security budget has been increased by nearly £1 billion.

This last and largest programme represents the Government's greatest weakness. These public spending plans, for the first time, include future years in which the consequences of Mr Norman Fowler's social security reviews will begin to take effect. These plans show the first financial consequences of an overhaul intended to cut out wasteful expenditure and examine the very foundations of the old-style welfare state. These reviews have hit the public spending totals not with a bang, but a whimper.

There is a warning for the other political parties here too. If Mrs Thatcher's Government, elected with axe in hand, has failed to cut spending, how would governments still keener to demonstrate compassion or placate public-sector unions fare in office? The momentum of public spending is perilously strong. Yet the first message must be to the Government: that where most radical reappraisal was needed, the effort was insufficient. The social security budget tells the tale.

Defence words that return to plague

From Air Vice-Marshal J. C. T. Downey

Sir, To anyone interested in defence it is disturbing that throughout the Westland affair media attention has centred on the personalities of the politicians involved and how their careers may have been affected. When the Westland company itself has been discussed it has usually been a matter of guessing which way its employees and shareholders will react in their own interests.

The real issue, what ought to happen to Westland in the interests of defence, has been accorded small measure and then only in incomplete contexts, such as the need to protect purely British defence technology against American and other competition.

The real reason why it is so crucially important who owns and cooperates with our major arms producers is that unless Western Europe gets its act together Nato will come under increasing and eventually intolerable economic strain. The overriding problem of defence in the second half of this century has been hyper-inflation and the impossibility of maintaining both quality and quantity except through very efficient arms procurement arranged on a supra-national scale.

Arms supplies for the Warsaw Pact nations are produced almost wholly in the Soviet Union, allowing huge production runs to amortise the ever-increasing cost of defence R. & D. (research and development) and conferring total military standardisation throughout the Eastern bloc. The USA *per se* enjoys much the same economy of scale but, in a free alliance, cannot confer this advantage on its partners against the latter's industrial, technological and political interests.

This would not matter if the West European arms industry was in the same league, but it is not. To quote from the *Journal of the Royal United States Institute for Defence Studies* (December 1984), "The scale of fragmentation of the European defence industrial base is... worth setting out... Within Nato there

are now 11 different firms in seven different countries working on anti-tank weapons; 18 firms in seven countries making ground-to-air weapons; eight firms in six countries making air-to-air weapons; 16 firms in seven nations working on air-to-ground weapons and 10 firms in seven countries working on ship-to-ship weapons. We have, then, a smaller, poorer, more fragmented market, competing within itself and duplicating effort a dozen times or more.

That passage is from a lecture given on October 3, 1984. The speaker was the Right Hon Michael Heseltine, MP, Secretary of State for Defence.

Yours faithfully,
JOHN DOWNEY,
Windmill House,
Windmill Field,
Bosham, Sussex.
January 13.

On keeping quiet

From Mr P. A. S. Taylor

Sir, Occasionally, over the years, I have needed to ask the recipient to respect the private and confidential nature of a communication and, to this end, I have marked the document and its envelope accordingly. Until today I had never imagined that this device could be held to entitle the recipient, if asked, to deny that I had communicated with him.

It now seems that under the new morality which governs the behaviour of politicians it is quite acceptable to do this, just as it is now commonplace to leak secret information, to impute ulterior motives, to denigrate and to smear, in order to gain political advantage.

It is small wonder that progressively, public regard for politicians has declined to such an extent that the mere label "politician" is in danger of becoming a term of derision, if not of abuse.

Yours faithfully,
P. A. TAYLOR,
Little Paddock,
High Street,
Long Crendon, Buckinghamshire.
January 14.

Decline in research

From Mr Peter Croft

Sir, Sir Christopher Laidlaw's letter (January 8) relates to only one aspect of a profoundly depressing national disease in technological development.

In this company, our experience as investment managers for innovative concepts overwhelmingly indicates that, while there are many such available, among the problems they have to face are: lack of available support (we do our best, but we are among the very few organizations open to early-stage ventures); unreal expectations of investors as to how fast and cheaply their concepts can be realised; commercial, and indeed a general disdain for commercial considerations; and, most crippling, the fearful deadening timidity of purchasers in large companies - and official bodies, who

either automatically reject anything novel, whatever its advantages, or subject it to a grey drizzle of negativism that no innovation could ever survive.

As an addition, there is the enormous difficulty and expense of cracking the export markets on which long-term growth must depend.

It is significant that the one area where some of these constraints are loosened is Cambridge in particular, and East Anglia in general. As a result, these areas are most prosperous and rapidly developing in the country. Unless and until the culture that has emerged here can be transplanted, it is to be feared that our decline will continue.

Yours faithfully,
PETER CROFT, Director,
Freelance Technology Investments Limited,
Science Park,
Milton Road, Cambridge.

Jews and Christians

From the Reverend Keith G. Williams

Sir, Clifford Longley will know it is not only Jews who have cause to be concerned about the intense proselytising carried out by evangelical fundamentalists in our universities ("Jewish-Christian relations strained", January 6). In my own ministry, like that of many other parish priests, I have had to help students who have been put off the Christian faith or left confused by the activities of this militant minority; in fact they repel far more than they "save".

The past decade has seen an upsurge in fundamentalism in the world's religions, often with tragic and disastrous consequences. It is arguable that the rise in fundamentalism in the United States and its

influence in high places has been a factor in that nation's increased belligerency and could well lead to nuclear war (the more so because of the pernicious idea that God will not allow the world to be destroyed, but will "step in" just in time and remove the elect).

No doubt much of what happens in our universities is the result of youthful enthusiasm and fundamentalist activity may be preferable to other excesses. Yet I am saddened that the faith I hold dear and true should be so distorted, often with gnostic tendencies, and that those who perpetrate those distortions should be supported by others in the Church who ought to know better.

Yours faithfully,
K. G. WILLIAMS,
The Vicarage,
2 Nostell Lane,
Ryhill,
Wakefield, West Yorkshire.

Born to blush unseen

From Mr Rowland C. H. Walker

Sir, In his letter (January 3) the Rev John Ticehurst asked if anyone had ever known a Kerenhappuch. I did in the mid-1930s; her father was a grand old Mugger and generalist, Teluk Kisonkole, one of the first chiefs from Uganda to visit the court of Queen Victoria.

Because there are no aspirates in the Luganda language and syllables usually end with a vowel, he named his daughter Kerenhappuch.

Together they helped me to learn the language. My dictionary told me that Kisonkole meant "eggshell" and when I asked what his daughter's name meant, he looked surprised and said I obviously didn't know the Bible as well as he did. If I told Kisonkole the name of one of Job's second batch of daughters (Job xiii.14).

Kerenu was ordered to teach me to converse in Luganda. She showed me how to plant sweet potatoes and bananas; we visited the market and the graves of her ancestors, and all the time she was asking questions about English fashions and American filmstars - Ronald Coleman was her ideal white man - and dreaming of the wonderful future for her country.

Her generation grew up during the only happy and peaceful time Uganda has ever known, between the massacres and murders of the old kings and the horrific bloodbaths of post-independence years.

I wonder how many are still alive who knew, or maybe still know, Kisonkole-Kappuch, daughter of Telero Kisonkole. Yours faithfully,
ROWLAND C. H. WALKER,
Moss Bay,
Orchard Portman,
Taunton,
Somerset.
January 4.

Winged chariot

From Mr Lawrence Grimdale

Sir, I suggest that Mr Groves (January 11) finds time passing more quickly than it did thirty years ago for the same reason that I find returning from somewhere over the same route as that by which I went much quicker. We have seen so much of what passes before.

Yours faithfully,
LAWRENCE GRIMDALE,
22 Knowle Lane,
Ecclesall, Sheffield.

Worlds apart

From Mrs Doreen Goffon

Sir, Of my collection of postcards received from the USA last year, two were of "San Francisco, Oakland Bay Bridge", and "Lovely floral blooms in the High Country at Lake Tahoe, California-Nevada".

They were each "printed in Australia".

Yours faithfully,
DOREEN GOFFON,
Rufside, 34 Gosport Road,
Havant, Hampshire.

'Telegraph' staffing

From the Managing Director of The Daily Telegraph

Sir, In the issue of Tuesday, December 10, your reporter stated that Coopers and Lybrand had found around 800 extra production staff on the *Daily Telegraph* compared with the figure given in the "fund-raising document last spring".

This statement is untrue. The number of production staff given in the planning document for potential investors was accurate and is unchanged.

Yours faithfully,
H. M. STEPHEN, Managing Director,
The Daily Telegraph,
135 Fleet Street, E.C4.

Frauds that pass all understanding

From Mr C. H. Ralph

Sir, I suppose the most telling sentence in Mr Walter Merricks's article, "Keep the Jury and Still Best Fraud" (January 14) is this one: "There is no evidence from judges or lawyers (my italics) that juries do not understand the cases or that their verdicts are unreasonable or inexplicable".

Of course there isn't. Lawyers are not allowed on juries. If Mr Merricks, a lawyer himself, could have served on a jury that included me some years ago, his education would have been stunting and salutary.

One case we tried involved what was then called fraudulent conversion and embezzlement. (These offences are still going on, but we call them something else.) After 20 minutes in our retiring room one young chap told our foreman:

"I'm a concerned man, they might well have said all that in Chinese". Two older men then partially though rather shyly agreed with him. Our two women members, both knitting, said "Well there you are; that's how we feel, too."

What the others then said (I can remember three comforting exceptions) made me feel simply sick at heart. I decided to think that this was an example of a system of justice so fervently praised (by lawyers especially) down the centuries.

Mr Merricks's most important plea is that "we should amend the law so that some sensible research into the workings of the jury system can... establish the extent or otherwise of juror comprehension".

Yours sincerely,
C. H. RALPH,
Rushmore Edge,
Rushmore Common,
Bramley,
Guildford,
Surrey.
January 14.

From Mr Gershon Ellenbogen

Sir, After a famous City fraud trial some years ago, I was told by one of the leading counsel (who subsequently became a lord justice of appeal) that he and his colleagues - all among the most distinguished criminal practitioners of the day - met together at the conclusion of each day's hearing and had explained to them by one of their number (later the much-lamented Mr Justice Finer) the intricacies of their clients' operations, he being the only one who had a complete understanding of the case.

Can Mr Walter Merricks really suppose that a case of such complexity could be made clear to a jury - particularly when anyone presenting an outward semblance of intelligence would so far as possible have been eliminated by peremptory challenges on the part of the defence?

I am etc,
GERSHON ELLENBOGEN,
2 Gray's Inn Square, W.C1.
January 15.

Sleepers awake

From Dr Geoffrey Walsh

Sir, Under the title "Heads roll on the 8.45" *The Times* on Wednesday, August 31, 1966, nicely summarised my work on head oscillations in railway travellers. The most conspicuous feature was a rhythmic lateral motion, evidently due to coach sway.

Low-frequency vibration in people lying crosswise may set up an oscillation in the contents of the thorax and abdomen, the diaphragm ascending and descending in a way some may find a little disturbing. This bodily resonance would not be likely with the beds arranged longitudinally and the motion, like that of a rocking cradle, could be positively hypnotic, provided of course the axis of rotation was above the person and stayed that way throughout the night.

If the centre of rotation was below the bunk the person might be rolled out, a calamity exceedingly unlikely with the present arrangements. Unlike Professor Fells (December 28) I sleep perfectly on the new BR sleepers.

Yours faithfully,
GEOFFREY WALSH,
University of Edinburgh,
Department of Physiology,
Teviot Place, Edinburgh.
January 6.

Lessons from Swiss

From Mr Harold Sumption

Sir, Switzerland's good sense is not confined to wider social issues (letters, December 27, January 4, 6, 7, 8, 9). As a regular business visitor I am impressed by the attention to simple details that also contribute to a civilized life.

At Zurich Airport one finds that luggage trolleys fit on to the escalators and can be taken right down to the train (Heathrow and Gatwick please copy: no one else has a direct relationship to value, rather than the muddled medley from our mint; and on driving from a built-up area the last sign tells one the name of the next town or village on that road - a great help to the map-reading motorist).

Swiss train and post bus arrival and departure times are linked to one another, and dependable; urban bus and tram stops have multi-ticket machines that take most coins and obviate driver or conductor time-wasting examination.

And in what other country can one reliably check in air luggage at any main railway station for its final destination?

Were I a Swiss I would also value the ability for any citizen able to mobilise 30,000 supporting signatures to get a national referendum on an issue of public importance.

Yours truly,
HAROLD SUMPTION,
7 View Road,
Highgate, N6,
January 9.

ON THIS DAY

JANUARY 16 1919

Stephen Graham (1884-1975) a frequent contributor to *The Times* was an author who, on foot, travelled many parts of the world. He served in the Scots Guards in the ranks 1917-18.

FOLLOWING THE PIPERS INTO GERMANY

By Stephen Graham

... Nearing May we turned south-east, following the Ourthe at Hamoir, plunged into the Belgian Ardennes and came near to the Grand Duchy of Luxembourg.

In all these wanderings the pipers were our companions, leading us and exploring the way. The various companies of the battalion took it in turns to be first in the march, to be second, to be third, to follow up the front, to be last, to be in all its immediacy and splendour, but when it was behind it only heard it far away, like a child's voice sobbing or calling now and then.

Wonderful pipers! The men get tired and would fall off, but the pipes make a unity of them. Invisible tendons and muscles seemed to connect the legs of all files, and all move as one, mechanically, rhythmically, certainly. The strong are reduced to the step, the weak are forced up to it. All hear the strain and share the strain. So we go on, and the miracle is in the power of the music.

The first weeks of our journeying were punctuated by long halts, but the last ten days in the west of the weather were continuous marches. They made the most trying time of our experience. Boots were out. Clothes got wet through and could not be dried. Rations were often delayed, and from continuous wearing of our basic packs our shoulders were galled. But the curiosity to see Germany, the sense of an adventure, and the music kept our spirits up.

Thus on the morning of December 12, parading in the wet before dawn, all in our waterproof capes, we left the last German village of the Belgium Ardennes and climbed out to the mysterious line which we all wished to see, that put friendly land behind and left only enemy country in front. One asked oneself what Germany would be like. But only an hour was needed to bring us to the Customs-house and the army posts. We marched to attention, the rain streamed off our capes and trickled from our hats, but the tireless pipers played ahead, and by someone's inspiration the word went to the pipe major, play "Over the Border," so with a shriek that no weather could suppress we came up to the line in the strains of "March, march, all in good order. All the blues bonnets are over the Border."

Then the pipers separated from the main body and took up their stand in a phalanx by the side of the road beside the familiar figure of our brigadier, and they played "Highland Laddie" whilst we marched past at the salute. Thus we entered Germany with no formalities, and no enemy in view...

When we began to see Germans they paid no attention to us whatever, but the woman at the well went on drawing water, and the man with straw in his arms continued his way to his barn without vouchsafing a glance. We saw women talking with their backs to us, and they did not turn round to look at us as we passed. The children were as nonchalant towards the gay figures of our kilts as if they saw pipers every day of the week. It must be said that we were a little taken aback, a little startled. But it rained and rained and the drums began to beat, and we splashed patiently and mechanically on through the mud and over the broken roads...

And with everyone wet to the bone we climbed the excruciatingly broken road over the hill from Amel to Moudersheim. In this wretched German village we were billeted, and the men made huge bonfires in the barnyards and stood round them to dry themselves. The Germans seemed to be rather afraid of us, and servile, but very poor. Tittering old men insisted on shaking hands with us. The girls of the place seemed to be carefully kept out of our way. Bitter were the words and the men, still fire-eating, hunted for better ones, which when found they intended to take by storm. Those who had revolvers expected to have to use them. But we only discovered that the native inhabitants slept in worse places than we had, and that everyone was of the mildest disposition. Our blankets and reserve rations were in the wagons stuck at the bottom of the Amel hill. There was only one thing to do - to get dry and make the best of it...

And how tired we all became, with half of them through their rain-soaked packs. But we listened still while voluminous waves of melody wandered homeless over German wastes and returned to us. I heard the pibroch sounding, sounding, O'er the wide meadows and lands from afar! or to the stirring strains of the "March of the Battle of Halloway," or to the groaning, hoping, sobbing of "Lord Lovat's Lament," and so went on from hour to hour through the emptiness of Southern Germany...

Staying power

From Mr Arnold Butler

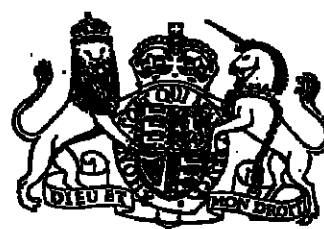
Sir, In the 1930s, as I recall, one of the men working in my grandfather's Worcester-shire nursery always brought his lunch in a Great War haversack. I thought then it must have been made to last.

My own 1939-45 haversack still serves as a tool bag in the boot of my car, but it is scarcely putting it to active service.

More impressive is the Army blanket issued in Egypt in 1945 en route to India, where a Delhi tailor turned it into a dressing gown, which is still in constant use, 40 years on.

It would be interesting to learn of other ex-Servicemen still doing duty in this way.

Yours faithfully,
ARNOLD BUTLER,
The Old Farmhouse,
Somerleyton,
Lowestoft,
Suffolk.
January 6.



COURT CIRCULAR

BUCKINGHAM PALACE
January 15: The Princess Anne, Mrs Mark Phillips, Chancellor of the University of London, this afternoon attended a Presentation Ceremony at the Royal Albert Hall where Her Royal Highness was received by the Vice-Chancellor (the Lord Flowers).
Mrs Andrew Feilden was in attendance.

CLARENCE HOUSE
January 15: Queen Elizabeth The Queen Mother this afternoon visited Springwood High School, King's Lynn.
Ruth, Lady Fernoy was in attendance.

KENSINGTON PALACE
January 15: The Princess of Wales, Patron, Help the Aged, this morning visited Moor House, Vicarage Road, Staines, Middlesex.
Miss Anne Beckwith-Smith and Lieutenant-Commander Richard Aylard, RN, were in attendance.

KENSINGTON PALACE
January 15: The Duke of Gloucester, Colonel-in-Chief, The Royal Pioneer Corps, this afternoon received General Sir George Cooper on relinquishing the appointment of Colonel Commandant and Major General John Stibbon on assuming the appointment.

COURT AND SOCIAL

The Princess of Wales will open the new library of the British Medical Association at BMA House, Tavistock Square, WC1, on February 20.
The Prince of Wales will attend a dinner given by Mr and Mrs Walter Annenberg on February 22 at Sunnylands, Rancho Mirage, California, in aid of Operation Raleigh.

A service of thanksgiving for His Honour Judge Christopher Rilland will be held on Tuesday, February 4 at St Sepulchre-without-Newgate at 5pm.

A memorial service for Sir Neil Marten will be held on Wednesday, January 22 at noon at St Margaret's Church, Westminster. Inquiries should be made to: Miss Ruth Steer, 7 Old Palace Yard, London SW1. Tel 01-219 4476.

Birthdays today

Mr Colin Banks, 54; Sir Alastair Blair, 78; Sir Marshall Sir Robert Craven, 70; Sir Robin Dunn, 68; Professor J. E. Enderby, 55; Professor Sir Peter Hirsch, 61; Professor A. M. Hunter, 80; Miss Elizabeth Monroe, 81; Miss Nadine Peppard, 64; Mr K. H. Shackleton, 63; Professor Sir Frederick Stewart, 65; Mrs L. J. Thompson, 65; Mr Cliff Thorburn, 38; Lady Valzey, 48; Professor Sir Henry Wade, QC, 68; Mr Michael White, 50.

Forthcoming marriages

Mr R. S. Cripe and Miss J. D. Y. Herries
The engagement is announced between Richard Scott, elder son of Mr and Mrs John R. Cripe, of Lake Wawasee, Indiana, United States, and Julia Dobree, daughter of Dr and Mrs A. Llewellyn Lloyd, of Birmingham.

Mr R. S. Amsden and Miss A. M. Battcock
The engagement is announced between Dick Amsden, of Hawbridge Common, Cheshire, and Sally Battcock, of Oaklands, Berks.

Mr R. D. Ash and Miss C. H. Smithie
The engagement is announced between Robert David, son of Mr and Mrs D. E. Ash, of Stamford, Lincolnshire, and Charlotte Helen, daughter of Mr J. M. Smithie, of Harrogate, Yorkshire, and Mrs G. Ash-Porter, of Little Staughton, Bedfordshire.

Capt O. P. Bartrum and Miss C. D. Gray
The engagement is announced between Oliver Bartrum, Grenadier Guards, younger son of Mr and Mrs P. H. Bartrum, of Prospect House, Whitechapel, on Thames, and Catherine, elder daughter of Major and Mrs A. H. Gray, of Southdown House, Bicester.

Mr J. E. Body and Miss M. Creamer
The engagement is announced between James Edward, son of Mr and Mrs A. H. Body, of Ullesthorpe, Leicestershire, and Marian, only daughter of Mr and Mrs S. F. D. Creamer, of Bedfordshire.

Mr N. C. Boles and Miss D. M. Pigot
The engagement is announced between Nicholas, elder son of the late Mr Kenneth Boles, and Mrs G. M. Pigot, of Causton, Dorset, and Diana, eldest daughter of Judge and Mrs Pigot, of Dunsden Green, Oxfordshire.

Mr M. J. N. Brennan and Miss M. Home Slack
The engagement is announced between Michael, son of Mr and Mrs Brian Brennan, of Weymouth, Dorset, and Marika, daughter of Mr and Mrs Tom Adams Home Slack, of 10 Walton Street, London, SW3.

Mr R. N. Midwood and Miss S. J. Oakes
The engagement is announced between Roger Norris, younger son of Mr and Mrs B. N. Midwood, of Burroughs, Ludlow, Shropshire, and Sarah Jane, only daughter of Mr and Mrs J. F. Oakes, of Bromm, Kent, Westchester.

Dr J. M. Orrell and Miss E. B. Hooper
The engagement is announced between Jonathan, elder son of Dr and Mrs M. J. Orrell, and Elisabeth, second daughter of Mr and Mrs R. E. Hooper, both of Weymouth, Dorset.

Mr R. Osmond and Miss E. M. Wright
The engagement is announced between Richard, younger son of the late Mr L. R. Osmond and of Mrs Osmond, of Holton-le-Clay, Lincolnshire, and Elisabeth, only daughter of Mr and Mrs Michael Wright, of Baldock, Hertfordshire.

Dr D. A. Pears and Miss C. A. Mowle
The engagement is announced between David, son of Dr and Mrs G. E. A. Pears, of Guisborough and Harpenden, and Clara, only daughter of Mr and Mrs A. G. Mowle, of Clacton-on-Sea, Essex.

Mr G. Pyle and Miss E. B. Smith
The engagement is announced between Geoffrey, son of the late Mr K. Pyle and of Mrs B. Pyle, of Washington Village, Tyne and Wear, and Elisabeth Beatrice, younger daughter of Mr and Mrs F. G. A. Smith, of Epsom, Surrey.

Mr J. W. Whitworth and Miss A. L. Scanlan
The engagement is announced between John, elder son of Mr J. S. J. Whitworth, of South Killingwold, North Yorkshire, and Mrs D. M. Steele, of Blethington, Oxfordshire, and Amanda, elder daughter of Mr F. A. Steele, of Greenfield, Connecticut, and Mrs B. M. Cronson, of Redding, Connecticut.

Mr R. P. Wordie and Miss K. Mackenzie-Charrington
The engagement is announced between Roderick, elder son of Mr and Mrs P. J. Wordie, of The Row, Dunblane, Perthshire, and Kristina, elder daughter of Mr and Mrs J. Mackenzie-Charrington, of Barking Gardens, London.

Mr R. E. H. Mather and Miss C. E. Hewitt
The engagement is announced between Nicholas, son of Mr and Mrs Richard Mather, of The Oghil, Kendal, Cumbria, and Candice, daughter of the late Mr William Hewitt and of Mrs Wilson Bridges, of Toronto, Canada.

Schools

Bedford High School
Spring Term started on January 14 and ends on March 25 1986. Haydn's Nelson Mass will be performed in the Corn Exchange on Sunday March 16, jointly with Bedford Modern School. The wind concert is on March 4 and the gym display is on March 13 and 14. Junior entrance examinations are on January 25 (8 plus), January 29th (7 plus) and February 1 (9 plus and 10 plus); senior entrance and assisted-place examinations are on February 8. During the Easter holidays a lacrosse team will visit the United States.

Bedford School
Easter Term begins today with 1114 boys in the school. R. C. Young is head of school and also captain of house, and J. J. Doubleday captain of hockey. Bedford School choral society will perform *Corunna* by Carl Orff, and *Zadok the Priest*, by Handel, in the great hall at 7.30 pm on Wednesday, March 12.

Bromsgrove School
School convened this week for the Lent Term. John Reed is captain of school and Susan Williams is head girl. The drama festival will be from February 13 to 20. Old Bromsgrovians Day is March 18. The choral society will perform Beethoven's *Missa in C* on March 23. Mr Tony Finn, deputy headmaster, will be acting headmaster. Mr Tim Taylor takes over as headmaster in April.

Eton College
Eton College opens today for the Lent Half. There are 35 new boys. R. T. S. K. S. is the new captain of school, and the Hon E. G. Lennox-Boyd, O.S., continues as Captain of the Oppidians. Long leave will be from February 21 to 24.

Holwood House, Leiden
Spring Term begins today at Holwood House Preparatory School, Leiden, Colchester. Scholarship exams (for boys or girls aged under 9 or under 11 on September 1, 1986) will take place on Saturday, March 15. The new tennis centre will be open after Easter. Term ends on Thursday, March 27.

St Helen's Old Girls' Club
The Old Girls' Club of St Helen's School, Northwood, are holding a reception and buffet at Glen Hall, SE1, on May 16, at 7pm to bid farewell to the retiring headmistress, Miss J. D. Leader. Tickets are £16.50. The old girls' day will be held at the school on May 17. Details are available from the Honorary Secretary, 26 Grove Lane, SE5 8ST. Tel: 01-703 4427 or 08677 2514.

University news

Oxford to honour King Juan Carlos
Oxford University is to award the honorary degree of doctor of civil law to King Juan Carlos of Spain during his state visit to Britain from April 2 to 24.

The award is expected to be confirmed by congregation on January 21.

The king's grandfather, Alfonso XIII, the last Spanish monarch to pay an official visit to Britain, gave his name in 1927 to the professorship of Spanish studies at the university.

King Juan Carlos and Queen Sofia will stay at Windsor Palace as guests of the Queen.

Other Oxford University news: St Peter's College, West-Town, has been awarded a £10,000 grant for a new library building.

Marriage
Mr N. Cranston and Mrs S. Bothway
The marriage took place on December 21 in Norfolk between Mr Neil Cranston and Mrs Susan Bothway.

Science report

Microwave technique to detect tumours

By Pearce Wright, Science Editor

Experiments have begun into a new method of measuring tiny temperature changes in body tissue. The technique employs an advanced type of equipment which was designed originally by radioastronomers.

The measurements by astronomers detect tiny signals of microwave radiation, which contain the signature of certain types of chemical reactions in the stars.

Doctors at the Stanford University Medical Centre in California are looking at the pattern of microwave radiation generated by a warm body, and they are measuring minute but distinct differences between normal tissues and tumours.

The team experimenting with this novel form of

diagnostic radiology is led by Dr Stavros Pilonas. He has outlined the idea in a paper produced in conjunction with Dr George Hahn, and published in the journal, *Bioelectromagnetics*.

In addition to locating tumours, the doctors suggest that the knowledge could be used deliberately to raise the temperatures of tumours during treatment. Other research is exploring a method of destroying tumours by heat in combination with radiation therapy.

It is difficult to measure the effectiveness of the heat treatment without an accurate means of monitoring the temperature fluctuations of deep-seated tumours. It now

seems possible with microwave radiometry.

The present ways of obtaining accurate temperatures calls for resurgical introduction of a special thermometer. With microwave detection, the scientists intend to produce three-dimensional contour maps, showing the variation of temperature throughout the target tissue without inserting anything into the body.

Using the principles established in radioastronomy, the Stanford team has produced small detectors about the size of the palm of a hand, consisting of a spiral antenna built into a flat plate of material that picks up microwave radiation just from the tumour.

In addition to monitoring radiation from the tissue, the device can be used in reverse to generate a beam of microwave radiation, providing the heat source when employing hyperthermia treatment.

Dr Pilonas reports that the cost of the equipment, which includes complicated electronics, is too costly for routine clinical use in its present form.

But he says the costs of the delicate components needed to process and detect microwaves "are already cheaper than they were a few decades ago," and that their price will come down.

In hyperthermia treatment the tumour cells are raised from a temperature of about 39°C to 43°C.

Latest wills

Dr Lionel George Higgins, of Chobham, Surrey, a surgeon and gynaecologist who became an international expert on butterflies, left his collection of butterflies to the British Museum (Natural History), and his entomological library to the Hope Foundation of Entomology at Oxford University.

Mr Reginald Arthur Larkin, of Bechill, East Sussex, left £1,029,730 net. Mr Nigel Ernest Ferner, of Cobham, Kent, left £528,944 net. He died intestate.

Royal opening for Heathrow terminal

The Prince and Princess of Wales are to open the terminal 4 building at Heathrow Airport, London, on April 1. They will also open an Underground rail link between Hatton Cross and the terminal.

Correction

The name of Thomas J. B. Scott was omitted from part A of the Law Society final examination pass list on November 15.

OBITUARY

MR ALFRED BESTALL

Long serving illustrator of Rupert Bear

Mr Alfred Bestall, for thirty years the illustrator of the Rupert Bear stories in the *Daily Express* and in the Rupert Bear annuals, died yesterday at the age of 93.

Though not the creator of Rupert, Bestall was responsible for the supervision of direct engravings by the kindlier, more domestic ethos of Rupert's Nottingham home, where every story began and ended, and where Mrs Bear could be guaranteed to be standing in her apron with a welcome for the hero and his friends at adventure's end.

Alfred Edmeades Bestall was born at Mandalay, Burma, on December 14 1892. He was educated at Rydal School, and the Birmingham and LCC Central Schools of Art.

During the First World War he volunteered for the Army Service Corps and spent three and a half years in Flanders, during which time he contributed several cartoons to the *London Evening Standard*.

Between 1919 and 1935 he divided his time between book illustrating and producing humorous drawings for magazines like *Punch*, *Tatler*, *By-stander*, *Passing Show* and *London Opinion*. His illustrations for children's books (Enid Blyton's stories, the *Schoolgirls' Own Annual* for example) were a pleasing blend of cosy charm and imaginative invention.

These led to his being invited to take over the *Daily Express* Rupert Bear strip when its originator, Mary Tourtel, had to give this up in 1935 because of failing eyesight. A. E. Bestall's satisfaction at being offered the Rupert feature was somewhat dampened when he realised that he was not only expected to



draw the daily panels but to think up, develop and write the stories too.

He remained the regular Rupert artist and author from 1935 until his official retirement in 1965. During this period he produced over 270 Rupert adventures for the *Daily Express* and various books including the Rupert Annuals.

After his retirement he continued to do a lot of work for the annuals every year until 1973, and he was still contributing one or two small items to 1982 when he was in his ninetieth year.

Bestall never married or had children, and he took his responsibilities to readers seriously and paternally. He conscientiously complied with editorial editors that the panels should contain no really unsavoury "baddies", magic of the frightening variety, or any behaviour on the part of the charismatic furry hero that might influence children adversely.

He successfully retained elements that Mary Tourtel had

established: the pastoral themes and ballad style, for instance, but he treated a fresher, sunnier mood, an atmosphere that was less brooding and Gothic than that of the earlier stories.

Bestall founded out and opened up Rupert's cozy Nottingham home, and the mythical foreign settings of so many of his adventures, giving glowing detail to forests and cyrcles, frosty palaces, and sun-baked islands.

He introduced into the series some simple but intriguing science-fiction elements, yet managed always to maintain the timeless universality of Rupert's exploits and background. (Rupert was never allowed to become involved in wartime situations, although his adventures continued daily with hardly a break throughout the second world war when Bestall was combining Air Raid Warden's duties with his Rupert work.)

Bestall was responsible for the unusual paper-folding features in the annuals, so much in keeping with the air of enchantment that hangs over every aspect of the Rupert series. He was an enthusiastic and long-standing member of the British Origami Society, and towards the end of his life its President.

Rupert's admirers were legion and drawn from all points of the cultural compass, as well as from all generations. Among them, notably, were Paul McCartney, whose company's video *Rupert and the Frog Song* became a runaway best-seller, and Sir Hugh Casson, who once described Rupert as "a quiet corner of British genius".

MISS DONNA REED



Donna Reed in *They Were Expendable*

Donna Reed, the Oscar-winning actress who played Miss Ellie in the soap opera, *Dallas*, died in California on Tuesday at the age of 64. She had been suffering from cancer.

Her association with *Dallas* ended acrimoniously last year when she was replaced as Miss Ellie by the actress who had originally taken the part, Barbara Bel Geddes. Donna Reed sued the company and later accepted a settlement of one million dollars.

She was born Donna Belle Mullenger in Denison, Iowa, on January 27 1921, and raised on a farm. As a teenager she won beauty contests and took part in school plays. In 1941 she was signed by MGM and began her film career in minor parts under the name of Donna Adams.

She graduated to more important films, such as *The Picture of Dorian Gray*, in which she played Gladys.

her usual screen persona as the wholesome girl-next-door to play Alma, the prostitute, in *From Here to Eternity*, and won the Oscar for the best supporting actress. Her other films of the 1940s included *The Last Time I Saw Paris* and *The Benny Goodman Story*.

But despite this Oscar her film career declined and in 1958 she virtually retired from the cinema to concentrate on television. In that year she began a popular comedy series, *The Donna Reed Show*, which was built round an idealised American family. It ran for seven years.

When the series ended she made only occasional acting appearances before returning to television in 1967. She was a television movie, *The Best of Friends*, in 1979. She was offered Miss Ellie when Barbara Bel Geddes was forced to leave the cast through illness.

DR RICHARD WECK

Dr Richard Weck, CBE, FRS, who died on January 9, at the age of 72, was acknowledged as the expert on welding and welded design.

He was born in March 1913 in Czechoslovakia and graduated in Civil and Structural Engineering at the Technical University of Prague in 1936. He worked in industry and did post-graduate research on the design of steel structures but came to England in the winter of 1938 prior to his country's occupation by Nazi Germany.

He worked for three years with the Electric Furnace Company and with the consulting engineers, Campbell and Gifford, before beginning his long association with welded construction when he joined in 1943 the team working for the Welding Research Council, the forerunner of the British Welding Research Association.

After revising the *Handbook on Welded Construction Steelwork*, he was seconded to Professor J. F. Baker (later Lord Baker of Wrindush) at the University of Cambridge to undertake research into the problems of residual stresses and brittle fracture in welded ships, on behalf of the Admiralty Ship Welding Committee.

World War II continued his association with Baker, with work on the development of full scale fatigue tests on welded structures. Meanwhile, the Welding Research Council became the British Welding Research Association which he joined in 1946 as head of the new Fatigue Laboratory which was the first major structure in the UK designed in accordance with Baker's plastic theory.

He returned to Cambridge in 1951 as a lecturer in engineering where he established the one year post-graduate courses on materials and structures for engineers returning to the university for formal instruction in new developments arising from the application of welding. They were the first of their kind instituted in any British university and he maintained his interest in the work of the British Welding Research Association.

He was awarded the Bessemer Gold Medal of the Metals Society in 1975. He is survived by his wife, Katie (née Baril) whom he married in 1933.

He was appointed director of research of the association in 1957. During the next 11 years his leadership raised the standards of the association sevenfold.

When the British Welding Research Association merged with the Institute of Welding, he became the first Director General of the Welding Institute which he helped to forge into the unique organisation now recognised and acclaimed internationally.

In 1967 he was appointed Industrial Visiting Professor in the Department of Civil Engineering at the Imperial College of Science and Technology.

He was made CBE in 1969 and was elected a Fellow of the Royal Society in 1975. In 1976 he was one of the 25 distinguished engineers who became the founder members of the Fellowship of Engineering.

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Wasting Money into the Space Age

A staggering twenty per cent of Britain's industrial and commercial energy is being frittered away.

It's actually costing more than the Space Shuttle.

But don't expect the Americans to follow suit.

The United States along with Germany, Japan and most of the other major industrial powers in the world, has dramatically cut her energy losses over the last ten years.

Even some of the Arab countries, with oil coming out of their ears, don't spill a drop.

If we performed as well, we'd be spending £2 billion less on energy every year. And £2 billion more

on building new factories and creating more jobs.

The Energy Efficiency Office has been set up to help Britain recoup this Monergy—the money we spend on energy.

We can advise companies on how to increase profits for little or no investment, simply by appointing a senior manager to be responsible for energy matters and by training and motivating staff.

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THE TIMES Portfolio

From your Portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming.

No.	Company	1985 High	1985 Low	1985 Close	1985 Dividend	1985 Yield
1	ROBTS	100	95	98	10	10.2%
2	BOC	100	95	98	10	10.2%
3	BRA	100	95	98	10	10.2%
4	Ash & Lacy	100	95	98	10	10.2%
5	Cardo Eng	100	95	98	10	10.2%
6	BTR	100	95	98	10	10.2%
7	Dalgety	100	95	98	10	10.2%
8	Beecham	100	95	98	10	10.2%
9	Bridon	100	95	98	10	10.2%
10	Baynes (Charles)	100	95	98	10	10.2%
11	AME	100	95	98	10	10.2%
12	Noulingham Brick	100	95	98	10	10.2%
13	RMC	100	95	98	10	10.2%
14	BPS Industries	100	95	98	10	10.2%
15	Mowlem (John)	100	95	98	10	10.2%
16	Bryant	100	95	98	10	10.2%
17	Ridgeway	100	95	98	10	10.2%
18	Blue Circle	100	95	98	10	10.2%
19	Wessex (George)	100	95	98	10	10.2%
20	Redland	100	95	98	10	10.2%
21	INDUSTRIALS L-R	100	95	98	10	10.2%
22	ML Hops	100	95	98	10	10.2%
23	Morgan Crucible	100	95	98	10	10.2%
24	Ransome Suna	100	95	98	10	10.2%
25	Lawrie	100	95	98	10	10.2%
26	Red Int	100	95	98	10	10.2%
27	Redfern Glass	100	95	98	10	10.2%
28	Newcastle Traction	100	95	98	10	10.2%
29	Powell Duffryn	100	95	98	10	10.2%
30	McKee	100	95	98	10	10.2%
31	Peters Stores	100	95	98	10	10.2%
32	Marks & Spencer	100	95	98	10	10.2%
33	Underwood	100	95	98	10	10.2%
34	Smith (WH) A	100	95	98	10	10.2%
35	Morris (John)	100	95	98	10	10.2%
36	Over Price	100	95	98	10	10.2%
37	Woolworth	100	95	98	10	10.2%
38	Empire Stores	100	95	98	10	10.2%
39	Harris Quaker	100	95	98	10	10.2%
40	Combined English	100	95	98	10	10.2%

Weekly Dividend						
MON	TUE	WED	THU	FRI	SAT	Weekly Total

BRITISH FUNDS

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

SHORTS (Under Five Years)

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

FIVE TO FIFTEEN YEARS

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

OVER FIFTEEN YEARS

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

UNRATED

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDEX-LINKED

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

PROSPECTIVE REAL REDUCTION YIELD ON PROTECTED INFLATION

Rate (20%) of (a) 5% and (b) 10%

BREWERIES

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

BANKS DISCOUNT HP

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

ELECTRICALS

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS A-D

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS E-K

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS L-R

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS S-Z

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS A-D

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS E-K

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS L-R

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS S-Z

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS A-D

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS E-K

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS L-R

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS S-Z

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS A-D

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS E-K

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS L-R

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

STOCK EXCHANGE PRICES

Late upsurge

ACCOUNT DAYS: Dealings Began, Jan 13. Dealings End, Jan 24. Contango Day, Jan 27. Settlement Day, Feb 3. Forward bargains are permitted on two previous days.

1985 High	1985 Low	Company	Price	Chg	%	Yld
100	95	Brown Shipley	98	+	1.0	10.2
100	95	Carters	98	+	1.0	10.2
100	95	Clive Marshall	98	+	1.0	10.2
100	95	Clive	98	+	1.0	10.2
100	95	Clive	98	+	1.0	10.2
100	95	Clive	98	+	1.0	10.2
100	95	Clive	98	+	1.0	10.2
100	95	Clive	98	+	1.0	10.2
100	95	Clive	98	+	1.0	10.2
100	95	Clive	98	+	1.0	10.2

BUILDING AND ROADS

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

FINANCE AND LAND

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

FOODS

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

CHEMICALS, PLASTICS

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

CINEMAS AND TV

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

DRAPERY AND STORES

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS A-D

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS E-K

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS L-R

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS S-Z

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS A-D

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS E-K

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS L-R

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS S-Z

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS A-D

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS E-K

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS L-R

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS S-Z

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS A-D

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

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1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

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INDUSTRIALS L-R

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

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1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS S-Z

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

INDUSTRIALS A-D

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

THE TIMES Portfolio

DAILY DIVIDEND

£2,000

Claims required for

+40 points

Claimants should ring 0754 5327

OIL

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

OVERSEAS TRADERS

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

PAPER, PRINTING, ADVERTISING

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

PROPERTY

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

SHIPPING

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

SHOES AND LEATHER

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

TEXTILES

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

TOBACCO

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

MOTORS AND AIRCRAFT

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

NEWSPAPERS AND PUBLISHERS

1985 High Low Stock Price Chg % Yld Gross Dividend % Yld

FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

Market hopes rest on a fruitful G5 meeting

It was never likely that this weekend's Group of Five meeting would content itself with merely reviewing progress since last September. The glimpse of the G5 agenda provided by the West German Economics Minister, Martin Bangemann, yesterday, was not entirely unexpected.

The West German minister's version of his discussions with United States Treasury Secretary James Baker was that the US will be seeking to establish a coordinated interest rate strategy at the weekend meeting. What this means, more or less, is that world interest rates should be capable of being brought down without upsetting the currency shifts against the dollar which have occurred since the New York meeting of the G5.

This is the second stage of the Group of Five agreement, the first stage concentrating upon intervention - rather too expensively for some - the second on interest rate changes.

But James Baker's targets for the weekend meeting, if true - and he was not denying them yesterday - have to be set in the context of the American Federal Reserve Board Treasury debate in the US. The Federal Reserve Board sniffily denied its involvement in any coordinated interest rate strategy yesterday afternoon.

The US Treasury Secretary will have to persuade, not only finance ministers from the other four countries, but also his own chief central banker, Paul Volcker.

For the time being, the G5 talks have taken the heat off sterling. Yesterday, it actually rose against the dollar, even with the Bank of England's week-long restriction on British interest rate rises. For Britain, a damp squib G5 meeting would be damaging.

Notwithstanding Mr Baker's refusal to discuss Herr Bangemann's interpretation of their discussion, markets latched on to the German Economics Minister's message of hope. The short end of the gilt market, which had seen reasonable demand throughout the day, jumped ahead by half a point. The long gilt futures

contract, which had fallen approximately seven points to its low since early December, improved by a point to 108.14. Longs bounded ahead.

The Government Broker may be poised and waiting in the wings with a barrel-load of taps but market sentiment improved during the day. The mere fact that the focus of conjecture among traders has shifted away from rising interest rates towards thoughts about the funding programme is an indication of the greater stability. It is too early to say whether the Bank of England's dramatic intervention on Tuesday in money markets has been completely successful, but even the grudging give credit for buying time in a highly effective way.

The Bank of England has of course deployed Tuesday's traffic cop manoeuvre once before - and failed.

On June 26, 1984, the day that National Westminster Bank raised base rates to 9½ per cent, the Bank stated publicly that it saw no need, on monetary policy grounds, for any general rise in the level of domestic interest rates. Calm descended on money markets, and gilts steadied, just as they did yesterday.

Come the dawn and July 5, the general mood of euphoria fell apart, as sterling weakened abruptly. Gilts collapsed, and money market rates soared. The Bank, which by then had seen the next set of money numbers and knew they were dreadful, accepted higher rates in its bill dealings. Base rates went up to 10 per cent. By July 12, base rates were up to 12 per cent.

The moral of the story is obscure but the message is clear enough - a day's rally does not constitute recovery. The market's radical chic set may decide to go into the weekend with a full book. Cautious traders are content to wait for the Government Broker to appear, and signal an official end to hostilities. Who knows what kind of stock he has prepared for those prepared to wait?

Nader charges unfounded

American consumer champion Ralph Nader yesterday claimed in London that Lloyd's is "reducing the rights" of Americans by panicking them into accepting exorbitant premium rate increases through the weapon of selective withdrawal of insurance cover. The claim just does not stand analysis.

Premium rates for American liability business have shot up dramatically in recent months. Rises of 300 or 400 per cent are not uncommon, and quite often the cover is less extensive. Lloyd's underwriters have decided to get out of some classes of business and they have started to use more restrictive policy wordings to reduce their exposure.

The reasons are not hard to see. Lloyd's, in common with other insurers worldwide, is emerging from a severe cyclical downswing. American liability business proved the worst risk of all. The proliferation of environmental claims, medical malpractice, industrial injury and the spiralling pay-outs made in American courts has caused the surge in rates.

Lloyd's has lost all confidence in the US system of tort law, which makes compensation awards that defy comprehension. A leading underwriter recently said that American courts were more interested in social engineering than in providing justice. Mr Nader believes the American tort system to be the finest in the world and hold the British system to be primitive, medieval and disrespectful of life and limb.

Mr Nader has also attacked Lloyd's switch to "claims made" instead of "occurrence based" policies. The former requires claims to be filed when the insurance cover is in force, and not 10 or 20 years afterwards.

Asbestosis is a classic example of

Lloyd's occurrence based problems. US courts have taken the view that all policies in force, when the claimant was exposed to asbestos, should be brought into play. A \$1 million policy renewed annually for 20 years could therefore result in a \$20 million claim, when the insurer only thought he was liable for \$1 million.

Someone at the end of the line has to pay. In Lloyd's case it is the names whose unlimited liability renders them particularly vulnerable.

The call by Mr Nader and the US National Insurance Consumer Organization to Americanize the American insurance industry and rid the country of "unregulated foreign entities" suggests that American insurers have not been up to the job of providing insurance to their own citizens. Lloyd's is still providing cover, albeit at a price, in a market many American companies have abandoned.

Undoubtedly, the fracas over Lloyd's relationship with its investing names does not help its business image abroad. In that context, the hurried establishment of the committee of inquiry under Sir Patrick Neill is unhelpful. It is a clumsy ploy to divert attempts to insert Lloyd's into the Financial Services Bill.

It is hard to see what other purpose the inquiry has. Regulation of Lloyd's is defective in policy terms, since the Lloyd's Act does not embrace transparent supervision of self-regulation, the system rightly espoused in the Financial Services Bill. No review of practice is likely to gain any traction.

Perhaps the experienced Sir Patrick will early realize that more useful subject for inquiry is what form supervision should take. Meanwhile further uncertainty and publicity helps Mr Nader and other enemies of London's competitive strength in financial services.

Brookes offers joint scheme to break Channel deadlock

By Jeremy Warner and Diana Geddes

A new attempt to break the deadlock between Britain and France over the cross-channel fixed link was launched yesterday by Sir Nigel Brookes, the chairman of Trafalgar House.

With only days before the British and French Governments are due to announce which of the four rival schemes is preferred, Sir Nigel conceded publicly that he is prepared to collaborate with one of the principal competitors to his Euroroute consortium.

Sir Nigel told shareholders at Trafalgar House's annual meeting that he has written to Mr Nicholas Ridley, the Transport Secretary, proposing that the rival Channel Tunnel Group should be chosen to build the rail link, and Euroroute the road crossing.

Mr Ridley found the proposal interesting but has so far made no further comment, Sir Nigel said.

But Mr Michael Gordon, managing director of Channel Tunnel Group said last night that he found Sir Nigel's proposal totally unacceptable.

The Government has promised a clear cut decision for one of the four schemes and we are confident we will be chosen. Both Mr Sherwood (of Channel Expressway) and Sir Nigel have approached us and both have been rejected," he said.

Channel Tunnel Group's £2.3 billion scheme, which aims to carry road vehicles through the tunnel on shuttle trains, falls short of British demands for a road and rail link.

But the favoured British solution, Mr James Sherwood's Channel Expressway, has encountered fierce opposition in France where it is thought that Expressway's £2.5 billion drive-through road and rail tunnel scheme is not feasible.

Sir Nigel said he believed Mr Sherwood's scheme was anathema to the French who would veto it if Britain insisted it should be awarded the fixed-link mandate.

"We have proposed to Nicholas Ridley that he should choose CGT purely for the railway and us purely for the motorway," Sir Nigel said.

"The CGT Group in Britain are hostile to that idea because they think they can get it all to themselves without our help, but I disagree with them and some of their European partners in CGT are sympathetic to our cause."

Meanwhile, the French are increasingly concerned by what some believe to be a campaign of deliberate misinformation emanating from London, alleging that the French Government is insisting on a rail-only solution for the fixed Channel link.

While the Channel Tunnel Group's twin-bore rail tunnel has always been viewed with favour by the French for being rail-oriented, technically simple, and relatively cheap, it would prefer combined rail and drive-through solution if that proved financially and technically feasible.

The EuroRoute bridge and



Sir Nigel Brookes: "French would veto Sherwood plan".

tunnel scheme has therefore not been ruled out, and, indeed, would probably be the French favourite if it were not so expensive and still open to potential technical and safety hitches.

EuroRoute is particularly attractive as it presents the most spectacular and 21st century image.

On the other hand, the other main rail and drive-through scheme, Mr Sherwood's twin-tunnel channel expressway, is regarded with extreme suspicion by the French, not simply because it originally had no French backing, but because it is considered to have been cobbled together at the last minute without sufficient thought, financial support, or technical know-how.

Many also wonder how serious Mr Sherwood is in his intentions to go ahead with a

scheme which will necessarily undermine the viability of his newly-acquired cross-channel ferry service, British Ferries. They suspect that if his project were chosen, he might let it die a quiet death.

It has been argued that the French want a rail-only solution because they believe that they would then be able to secure the bulk of the cross-channel traffic by extending their high-speed TGV train to London. Britain would be unable to compete effectively.

However, under the Channel Tunnel Group's scheme, the TGV would be forced to share the tunnel with a slower-moving car shuttle service, whereas it would prefer to have exclusive use of the line. For that reason, a combined rail and drive-through scheme would be more desirable.

The French Ministry of Transport confirmed last night that a third meeting between M Jean Auroux, the French Transport Minister, and Mr Ridley, would take place in Paris this evening before the planned announcement of the two governments' choice in Lille on Monday.

New ITC date

The International Tin Council yesterday adjourned its meeting on the tin crisis until tomorrow. But informal contacts between ITC representatives and bankers and brokers who offered the ITC a £320 million rescue plan will continue.

Wage rises stay ahead of inflation

By David Smith

Economics Correspondent

Average earnings in Britain are still well ahead of inflation, while growth in the employed labour force is slowing, according to the Department of Employment.

In November, average earnings were up by 8.6 per cent on a year earlier, compared with 6 per cent in October. After adjusting for back-pay and the effects of the coal strike, the rise was 7.5 per cent, as in October, but two percentage points higher than the rise in retail prices.

In manufacturing, earnings were up by 8.9 per cent, compared with 7.5 per cent in October, with the underlying rate unchanged at 8.75 per cent.

There is evidence that growth in real earnings is slowing the rise in employment. The employed labour force increased by 31,000 in the third quarter, and by an average of 30,000 every three months in the first three quarters of last year.

This is about half the rate achieved in 1984. Of the 220,000 rise in the employed labour force in the 12 months to last September, 129,000 was achieved in the fourth quarter of 1984.

The employed labour force has increased by 709,000 from the low point of March 1983. Female employment rose by 511,000, while male employment dropped by 250,000. Estimates for self-employment are a 283,000 increase for men and a 160,000 rise for women.

Opposition may join Tory MPs over Lloyd's

Labour MPs are considering an alliance with government backbenchers to ensure that Lloyd's of London, the insurance market, is brought into the Financial Services Bill at the committee stage. The Bill received its second reading in the Commons on Tuesday.

Mr Bryan Gould, Labour spokesman for trade, said yesterday that there was "about a 50-50 chance" of such an alliance succeeding with an amendment to include Lloyd's. It would then be up to the Government to defeat the committee's amendment when the Bill returned to the House.

Mr Gould said that Mr Brian Sedgemoor, the Labour MP for Hackney South and Shoreditch, who has been campaigning against alleged malpractice in the City, would be on the committee.

GEC bid expected to be referred

By Our Business Correspondent

GEC's £1.2 billion takeover bid for its electronics rival, Plessey, looks certain to encounter a Monopolies and Mergers Commission reference.

Sir Gordon Borrie, director-general of the Office of Fair Trading, is believed to have come down heavily in favour of a monopolies inquiry after listening to arguments from both camps.

Mr Leon Brittan, the Trade and Industry Secretary, is expected to order the investigation on Monday, the offer's first closing date.

On the stock market yesterday Plessey shares fell 4p to 164p and look certain to weaken again when the decision is confirmed.

The commission's investigation will give Plessey six months in which to muster its defences but the company could face an uphill struggle in convincing the City that its shares should be given a higher valuation.

Mr Peter Marshall, Plessey's finance director, said yesterday that he thought a monopolies investigation "highly probable", in view of the far reaching implications for the electronics industry.

He said: "Once the commission has examined the hard evidence, I cannot believe it will agree with GEC's claim that big is beautiful for British electronics."

Departmental dispute over Baby Bond

A dispute between the Treasury and the Inland Revenue broke out last night over the Baby Bond - a ten-year tax-exempt policy for children sold by the Tunbridge Wells Equitable Friendly Society.

The Inland Revenue forced the withdrawal of the Baby Bond from the market last week, and had told the Society that it would remove its ability to write tax-exempt policies for children from next Friday. The Baby Bond had proved popular.

The Chancellor, Mr Nigel Lawson, is understood to consider that the Inland Revenue's intervention was unwarranted. He has called for a report on the case from the Inland Revenue's technical division.

IN BRIEF

Bid warning to banks

The Takeover Panel has warned merchant banks that they are responsible for the actions of public relations advisers acting on behalf of their clients during bid battles.

The warning came as part of a Panel ruling on the release to the press of confidential profit forecasts from Morgan Crucible, which is bidding £37 million for First Castle Electronics. The private forecast of £16.7 million did not equate with the £18 million which Morgan has forecast publicly. However, the Panel ruled that the lower figure should be disregarded and was satisfied with the explanations provided for the discrepancy.

Bid leader

Mr Nicholas Ward, managing director until two weeks ago of Marlin Retail Group owned by Guinness, has been confirmed as the man behind John Govett's consortium bid for Macarthy Pharmaceuticals. Mr Ward will become chairman and chief executive, if the bid succeeds.

Imperial Group, fighting a £1.8 billion bid from Hanson Trust, is using ammunition supplied by LEK Partnership, the consultants, to mount a major attack on Lord Hanson's record in its defence document to be published today.

Dixons leap

Dixons Group, the electrical retailer, lifted profits before tax from £12.5 million to £30.1 million in the six months to November 9. Turnover rose from £212 million to £251 million and the interim dividend is up from 1.92p to 2.3p. There is a three-for-one scrip issue. *Tempos, page 21*

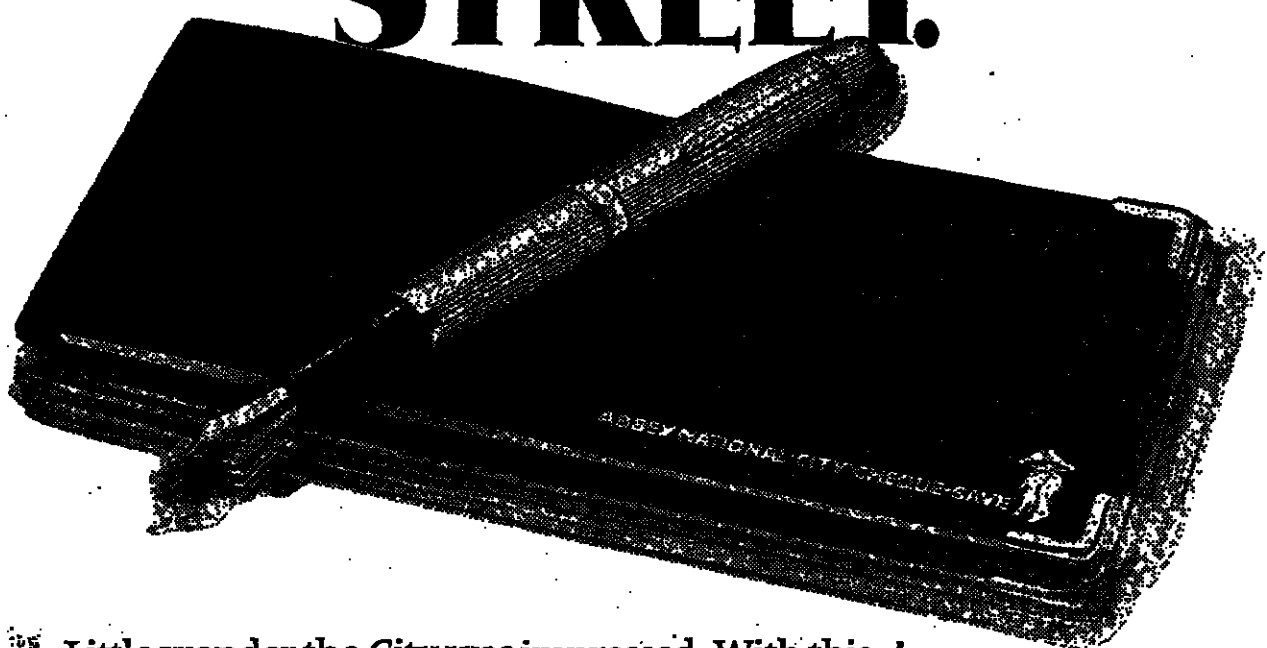
Magnet fall

Pretax profits at Magnet & Southern, the timber merchant, fell from £16.9 million to £12.1 million in the six months to September 30. Turnover was up from £115 million to £120 million. The interim dividend is unchanged at 2p. *Tempos, page 21*

Lotus halt

Group Lotus, the sports car manufacturer, yesterday called a surprise halt to dealings in its shares. Later it said it was involved in a transaction "of major importance".

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Little wonder the City was impressed. With this high interest cheque account you can write any number of cheques for any amount (provided your funds allow).

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Date

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ABBEE NATIONAL 'CITY' CHEQUE-SAVE

Italy seeks place at meeting

From John Earle, Rome

Italy regards as "inadmissible" its exclusion from Saturday's meeting in London of the group of five financial powers in the developed world, an authoritative source said in Rome last night.

It has made known to the five - the United States, Britain, France, West Germany and Japan - that it wishes to be included in such meetings in future.

Reports were inaccurate, the source made clear, that the Italian government had specifically sent a letter asking to be represented this weekend in London, but it has already made its attitude known at high levels after last September's Group of Five meeting in New York.

In the Italian view the Group of Five should be expanded to include both Italy and Canada, which are already members of the group of seven "economic summit". This would have the advantage of establishing the same forum for periodic high-level economic and financial consultations.

The Italian insistence on participation has gained strength since the September meeting which led to a fall in the value of the dollar.

Record sales by Jaguar

Britain's luxury carmakers had an excellent 1985 with Jaguar and Rolls-Royce reporting increased sales. Despite the US government's clampdown on gas guzzlers both companies improved their performance in North America.

A total of 33,724 Jaguars and Daimlers was sold around the world in 1985, up from 33,249. Rolls-Royce and Bentley sales reached 2,377, up from 2,203.

Jaguar had its biggest success in America where it sold a record 20,528 cars, an increase of more than 2,000. With the average price of a Jaguar about \$35,000 (£24,263), this represents annual sales of more than \$700 million.

Rolls-Royce also did well in the US, selling 1,110 cars at an average of \$100,000.

MARKET SUMMARY

STOCK MARKETS

FT Ind Ord	1109.5 (+15.2)
FT All Share	N/A
FT Govt Securities	80.58 (+0.37)
FT-SE 100	1390.5 (+24.13)
Bargains	24.78
Datasearch USM	108.53 (+0.52)
New York	
Dow Jones	1522.19 (+3.09)
Tokyo	
Nikkei Dow	Closed
Hong Kong	
Hang Seng	1783.66 (+1.43)
Amsterdam	261.8 (+3.7)
Sydney: AO	1060.5 (+1.7)
Frankfurt	
Commerzbank	2161.8 (+55.7)
General	766.91 (+1.35)
Paris: CAC	272.5 (+2.3)
Zurich	
SKA General	513.50 (+7.70)

GOLD

London fixings:	
am \$345.30pm-\$346.75	
close \$348.00-\$346.50	(£238.50-240.00)
Gold	
Cap Group	18p -10p
Comex \$346.35	

MAIN PRICE CHANGES

RISES:	
East Rand Cons.	58p +11p
Geevor Tin Mines	55p +9p
Micro Focus	240p +30p
Parkland Text. "A"	107p +12p
NSS Newsagents	130p +12p
T.V. Servs. Int'l.	178p +7p
W.A. Holdings	34p +3p
Peters Stores	68p +8p
Davenport Bros.	350p +30p
Munton Bros.	12p +1p
Humberts Elect.	12p +1p
Leisuretime	77p +6p
A.P.V. Holdings	265p +18p
Sycamore Hds.	14p +1p
Baynes (Charles)	30p +2p
Sovereign Oil	77p +6p
Hopkinson Hds.	158p +10p
Storehouse	30p +18p
Anglo Nordic	28p +15p
Coleridge	16p +9p
Horizon Travel	107p +8p

FALLS:

Radio City "A" NV	18p -2p
Card (A) & Sons	38p -3p
Westland	51p -5p
Cap Group	18p -10p
Multisite Eln Elect.	38p -2p

CURRENCIES

London:	
£ \$1.4425 (+0.0020)	
DM 3.5504 (-0.0083)	
Sfr 3.0008 (-0.0121)	
FF 10.8820 (-0.0070)	
Yen 291.78 (-0.03)	
Index: 75.0 (-0.1)	
New York:	
£ \$1.4420	
DM 2.4615	
Sfr 125.9 (-0.4)	
Index: 125.9 (-0.4)	
SDR 2.760291	

INTEREST RATES

London:	
Bank Base: 12½%	
3-month Interbank 12½%-12½%	
3-month eligible bills: buying rate 12½%-12½%	
US:	
Prime Rate 9.50%	
Federal Funds 8½%	
3-month Treasury Bills 7.24-7.22%	
30-year bond price 103½-103½	

Distillers' shareholders have recently been bombarded with opinions from James Gulliver, chairman of the Argyll Group of Companies.

He claims that Distillers suffers from "an inbred management culture."

Its problems, he argues, "can only be cured by a change of control and the introduction of new, vigorous management."

The fact is, his opinions are two years out of date. In 1983, John Connell was appointed chairman of Distillers.

He brought with him an entirely new management philosophy. And set about revitalising the company.

A RADICAL CHANGE IN MANAGEMENT.

The management committee that had run Distillers for decades has been abolished.

The main business areas are now the responsibility of individuals.

The management of famous brands like Johnnie Walker, Dewar's and Gordon's is also in the hands of individuals.

Division was established to promote better the marketing of our Scotch whiskies. It will soon be integrated with our white spirits division.

Decline has now become growth.

In the first six months of this financial year, sales of Johnnie Walker Red Label rose by 37%.*

Cardhu Single Malt was up by 51%.* And Gordon's Gin continued to dominate with around 50% of the gin market.

Argyll also argue that Distillers have neglected the vital area of new product development.

In fact a New Products department was established in 1984.

Currently, there are more than fifty new concepts under examination.

BRAND-BUILDING ABROAD.

This time, Mr. Gulliver travels back as far as the 1970's in his attempt to belittle

management team has been to protect value worldwide, thereby guaranteeing the highest return to shareholders.

Thus Distillers' de-luxe brands account for just 20% of Scotch whisky volume, but 43% of profits.

Distillers' exports of Scotch whisky to the U.S., the largest drinks market in the world, are worth more than those of all its competitors.

A FRESH LOOK AT PRODUCTION.

Thus far, Argyll have had little to say about improving Distillers' production performance.

This could be because they recently sold their Loch Lomond distillery, following "a policy decision to reduce investment in Scotch whisky production."

Distillers, meanwhile, have been making great strides in the area of cost efficiency.

The new management team has continued to tackle the problem of excess stocks of maturing Scotch whisky.

Sorry, Argyll. You are two years too late.

Accordingly, decision-making is more efficient and the response to world market changes is faster.

Needless to say, Distillers' new style of management has necessitated the recruitment of new and highly-motivated personnel.

Argyll make much of the marketing staff they have recruited from among Britain's top companies.

We too have employed able people from successful companies like Unilever and Beechams.

But, more importantly, we have also recruited young and talented marketing executives from within the drinks industry itself.

In our 1985 Report and Accounts we said we were considering a share option scheme. It is designed to motivate our key people and ensure their commitment to Distillers.

We intend, after the offer, to put this to our shareholders for their approval.

A NEW APPROACH AT HOME.

Argyll believe that the performance of Distillers in the home market has been less than impressive.

In the circular announcing their offer they quote sales figures from as far back as the early 1960's to bolster their argument.

The facts are these:

In April 1984, a Distillers Home Trade

Distillers' performance overseas.

We believe that he has undervalued what has happened in the last two years, including the purchase of an American distributor and bourbon producer for 250 million dollars.

And the increase in advertising and marketing budgets of over 17% in the same period.

In the all-important U.S. Market, Tanqueray is now the number one best-selling imported gin and Dewar's is the number one Scotch whisky.

In the 12 months to September 1985, worldwide sales of Johnnie Walker Black Label increased by 26%. And in the vital duty-free spirits market, Distillers' whiskies, gins, vodkas, cognacs and Pimm's together now hold 23%.

A VALUE STRATEGY WORLDWIDE.

It is interesting to note that Argyll's criticisms largely refer to volume share.

This is no surprise since their own background is in discount retailing.

But they really should be aware that the international drinks business is as much to do with value as volume.

One of the main tasks of the new

Gin and whisky bottling plants have been rationalised and modernised.

And between March 1984 and September 1985, Scotch whisky blending and bottling costs were reduced by 19%.

FUTURE GROWTH.

To listen to Argyll, you would think that success in the international drinks business can be achieved overnight.

In reality it is much to do with astute marketing and image building over a period of many years.

The recent upturn in Distillers' fortunes reported here is more than encouraging. Yet the changes implemented since 1983 were intended for long-term growth.

The major benefits have still to be reaped.

We will continue with the strategy of protecting and maintaining our famous brands.

Product innovation will continue through line extension and the introduction of new brands.

Our experience in the drinks business will be coupled with a positive attitude towards acquisition.

We believe Argyll have little to bring to our business.

In our opinion, their highly-gearred offer could easily throw Distillers into reverse.

We urge you to reject the offer.

The Distillers Company plc.

This advertisement is published by The Distillers Company plc, whose directors (including those who have delegated detailed supervision of this advertisement) have taken all reasonable care to ensure that the facts stated and opinions expressed herein are fair and accurate. Each of the directors accepts responsibility accordingly.

*Source: DCL Home Trade Case Sales statistics comparing the same period in the previous year. Argyll's Offer Documents. DCL Defence Document. Argyll's Report and Accounts 1984/85. Distillers' sales statistics.

COMMERCIAL PROPERTY

Banks develop way to spread investment load on buildings

By Judith Huntley

It is only a matter of weeks until a new form of vehicle is launched for investing in some of Britain's best, largest and most expensive property developments.

Within months there could be a flood of such investment opportunities from the leading banks, including the American houses. Indeed, it is one of the largest American conglomerates, Goldman Sachs, which is about to lead the way in bringing liquidity to an illiquid property investment market.

Goldman Sachs is actively embarked on launching the sale of securities in a large building. It is believed to be one of the new generation of City... of London offices, arguably the most prime spot in the property market.

The sale of securities means that a negotiable claim is made on an asset which can then be traded. In this case, part of a single building or the debt associated with that building will be the security.

Goldman Sachs would not be drawn on the exact nature of its product, but did confirm that it would not be unitization as advocated by the Royal Institution of Chartered Surveyors. Mr Peter Norris, of Goldman Sachs, said: "When we do launch our new vehicle it will be a real landmark."

The pressure to increase liquidity in the investment market has arisen because large City office buildings and the plethora of retail schemes spread over Britain are too expensive for institutions to swallow at once.

Schemes with a value of more than £50 million pose particular problems and it is that size of investment which is attractive to the securities market.

Mr Norris said: "It is conventional wisdom for securities issues to be above £50 million but the figure can be

smaller when looking at a property because of the homogeneity of the UK investment market."

Selling securities would seem the most obvious route for the American banks. They have a wealth of experience in the field.

It was Goldman Sachs, with Salomon Brothers and other merchant banks, which put together the sale of shares and debentures in the Rockefeller Centre in New York.

However, this is not necessarily the model for Britain. For one thing, the Rockefeller Centre is known worldwide. For another, the real estate investment trusts used as part of the sale offer hefty tax shelters not available in the Britain.

The aim of those involved in bringing liquidity to the British investment market is a successful product which will be applicable to all top quality schemes, not just those in the City. A Rockefeller Centre-type sale, therefore, is not suitable.

Goldman Sachs is not alone in being close to producing an investment vehicle. Salomon Brothers is thought to be well down the road, too.

The company has already developed securities against residential mortgages here and it would be only a short step to applying that technique to commercial property debt.

As Mr Michael Dix, a member of Richard Ellis's Financial Service Unit, points out: "The appetite for debt is active. Marketing property debt is a way to tap into large capital markets."

Whatever form the sale of investments in single buildings takes, there are some serious considerations to be addressed.

Mr Paul Rivlin, of County Bank, said: "The prizes will go to those sorting out the tax problems and producing a vehicle which is sensitive to investor protection rules."

Fund joins Wembley team

The Allied-Lyons Pension Fund has a 4 per cent stake in the consortium which wants to develop Wembley Stadium, north London, one of football's famous venues.

The consortium includes the Mountleigh Group, which plans to develop retailing on 30 acres of the Wembley site not used for sport or associated leisure activities. Allied-Lyons has yet to decide if it will fund that

potential development. The consortium believes it can transform Wembley financially in two years.

Allied-Lyons stepped in to the Wembley deal after its controversial ownership had been settled. The consortium members bought the company with a 10 per cent stake in Wembley Stadium from the receiver of Mr Abdul Shamji's Gomba Holdings.

BR steps up campaign to sell surplus land

● The British Rail Property Board is fighting a rearguard action to stave off government intervention in its programme of surplus land sales.

Land registers were set up in 1981 in an attempt to put on the market surplus land held by statutory bodies and local authorities. The move was a response to pressure from volume housebuilders for more land.

In the event, much of the land on the registers is not wanted by housebuilders. British Rail in particular suffers from having odd-shaped pieces in unpromising locations.

But, to try to persuade the Government that it is doing its utmost to dispose of unwanted land on the registers, the BR property board is stepping up its sale initiatives. Its sales target for the financial year to March, 1986 is 1,750 acres, and this target will be met. Between October, 1985 and March, 1986 the board will have sold 1,105 acres.

The target for the next financial year is 2,000 acres. In 1981 the board sold nearly 90 acres but the real escalation came in 1984 when 1,371 acres were sold.

One of the most successful ways of selling even difficult sites from the registers is by auction. The board has realized £30 million at auction in the 15 months to March 1985.

The target for total sales from

land registers is likely to be £75 million. But it remains to be seen whether the Department of the Environment is impressed. If not, it could force the board to sell sites at auction within 42 days with no reserve price.

● Prudential Assurance and the National Deposit Friendly Society have sold Leicester House, on the corner of London's Leicester Square, to New Town Properties for £6.5 million.

Conway Relf Stanton acted for the Prudential, which held the head lease at a fixed rent until 2036. Current income is £548,000 a year. Mellor & Harding acted for the freeholder with Farebrothers advising New Town Properties.

The 24,000 sq ft of offices are let to the British Electrical and Allied Manufacturers' Association.

The Prudential has also sold its freehold, 80,000-sq ft building at 72-86 Baker Street in London's West End. The buyer is the tenant, Foote Cone & Belding, the advertising agency, which has paid £9.7 million. Edward Charles & Partners and John D Wood acted for the agency.

Both deals involve disposals from the Prudential's huge portfolio to owner occupiers already *in situ*. Both office buildings are secondary, not prime, space.



TURNOVER UP BY 46%

PRE-TAX PROFIT UP BY 50%

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SUMMARY OF RESULTS

for the year to 30th September, 1985

	1985	1984
TURNOVER	£1,000	£1,000
PROFIT BEFORE TAXATION	6,354	5,716
EARNINGS PER SHARE	7,360	4,902
NET DIVIDENDS PER ORDINARY SHARE	14.93p	10.32p
	6.00p	2.00p

LISTING PARTICULARS IN JUNE FORECAST A TURNOVER OF £8 MILLION, PRE-TAX PROFIT OF £7 MILLION, EARNINGS PER SHARE OF 14.4p AND A FINAL DIVIDEND OF 4p PER SHARE.

Copies of the Report and Accounts will be available from the Secretary after 4th February 1986

STURGE HOLDINGS PLC

9 Devonshire Square, London EC2M 4YL

IT'S NOT JUST GENIUS THAT KEEPS US GROWING.

"I am delighted, for the eighth successive time, to be able to announce a significantly improved performance for Guinness PLC.

Profits for the year ended 30th September 1985 are a record £86.1m: an increase of 22% over the previous year.

We've achieved this partly thanks to even greater popularity of our most famous brand. The most distinctive beer there is.

In the UK alone, sales of draught Guinness (supported by the Genius advertising campaign) increased at twice the rate of lager.

But our growth has not just been achieved by 'staying in the black'.

We've also applied our management skills to growing the company in four areas: International Beverages, Convenience Retailing, Health Care, and Publishing.

And we've acquired several more famous brands, each having great potential.

Such as Bell's, Cranks, Gleneagles and Champneys.

BUILDING MOMENTUM FOR GROWTH

Bell's, with only a 5 weeks showing in the past year, contributed £1.9m profit.

In Retailing, where we now have

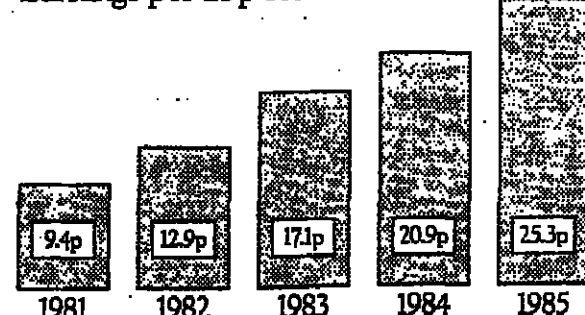
£70.4m

£86.1m

Pre-tax profit 1984

Pre-tax profit 1985

Earnings per 25p stock unit



over 1100 stores, we've increased profits from £5.5m to a very significant £13.8m.

GOOD FOR SHAREHOLDERS

Our twin strategy of good management for financial performance today and rapid exploitation of growth opportunities for significant business tomorrow is good for shareholders. Earnings per stock unit have increased 21%, and the proposed net dividend is increased by 12% to a record 7.2p.

Since September 1981, the company's shareprice has increased sixfold, and its market capitalisation tenfold.

In short, Guinness PLC is a dynamic consumer products and services company, set for exciting future growth.

I look forward to being able to report next year with even better figures."

Ernest W. Saunders
ERNEST W. SAUNDERS Chief Executive

GUINNESS PLC

GUINNESS, HARP, KALIBER, BELLS, MARTIN'S, R.S. MCCOLL, R.G. DRUMMOND, 7ELEVEN, HEDDARD, CHAMPNEYS, GLENEAGLES, CRANKS, NATURE'S BEST.

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APPOINTMENTS

Henry Ansbacher & Company: Mr Harry Sasson has joined as managing director in charge of the banking department.

Wight Collins Rutherford Scott (Holdings): Mr Tim Breene has been appointed deputy managing director.

Barclays Bank: Mr Nicholas Brittain is to be chief accountant.

Amerada Hess: Mr W S H Laidlaw has been appointed senior vice-president of Amer-

ada Hess Corporation and managing director of Amerada Hess. Anthony Mulcare becomes a director of Amerada Hess and Amerada Hess Development.

Skipton Building Society: Mr Terry Adams has become chief executive and director.

John Brown: Mr Nigel Anthony Watts has been appointed company secretary.

Alexander Stenhouse: Mr John B Devine becomes chairman and Mr John D London

deputy chairman and chief executive. Mr Ronald Forrest and Mr Alan Durward join the main executive board. Mr Ian Robertson joins the board as finance director.

The Intec Group: Mr Harford Robb becomes a non-executive director.

ARA Services: Mr Christopher Fenney has been named as personnel director.

British Metallurgical Plant Constructors' Association: Mr Trevor F Hammond becomes a director.

G Maunsell & Partners: Mr David Maher has been appointed director.

Drayton Controls: Mr Roger Reeve has become managing director.

The British Hotels Restaurants and Caterers Association: Mr Robin Lees has been appointed chief executive.

Armitage & Norton: Mr Harvey Bell-Roberts has become regional administration director for the south-east.

Mercantile House Holdings: Mr Richard Toomer has been appointed chairman of Marshall Woollworth & Co and of Marshall (Sterling). Mr Sid Muller is to be chief executive of Marshall Woollworth and Mr John Tee chief executive of Marshall (Sterling). Mr Michael Warren becomes executive director responsible for the moneybroking group planning.

RICHARDS BUTLER

Owing to the firm's continuing expansion, the whole of the Shipping Department (with the exception of the Commodities Section) and the Ship and Aircraft Finance Department are now at:

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Telephone: No. 01-621 1144
Telex: 949494 RBLAW G
Fax: 01-929 1132

RICHARDS BUTLER
5, CLIFTON STREET, LONDON EC2A 4DQ.

Plan for satellite data link

By Bill Johnstone, Technology Correspondent

Scicon, BP's computer services subsidiary may offer satellite data links to British businesses.

The project is at an early stage but Scicon is keen on capitalizing on the experience of its American subsidiary, Telcom General Corporation, acquired last year. Telcom provides what is described as "a family of satellite-based communications products for private network and public or shared network users."

It specializes in the equipment and expertise for what has become known as very small aperture terminals, small and lightweight antenna systems which are portable and easily installed. They provide a direct link between data processing equipment, such as terminals, printers and laser printers, located in a remote office to a central computer possibly hundreds of miles away.

The antenna are erected in a prominent point on the company's premises in "line of sight" of the communication satellite used to transmit the signal.

Business price rise lags behind homes

By Teresa Poole

The growth in prices paid for pubs, restaurants and shops last year failed to keep pace with the strong rise in house prices, but those paid for hotels moved ahead fast.

The average rise for businesses worth up to £550,000 was 5.6 per cent compared with 9.3 per cent for the housing market, according to an analysis published yesterday by Christie & Co, the business sale agents.

Hotels led the market, especially in London where supply could not meet demand. In Earl's Court, for instance, a middle range hotel fetched up to £20,000 a room, nearly 25 per cent more than in 1984. This year is expected to see prices "exceeding all records".

Pubs showed the slowest growth, even though this is the sector with the greatest demand. Once again in the London area prices were far more buoyant rising by up to a quarter, because of the small number of free houses for sale. Outside the South-east, reduced takings and the need for higher investment to provide food and family facilities have contributed to the slower growth in prices.

The catering sector saw record sales of restaurants and

Sales of Business			
Average prices*	1984	1985	
Hotels	£144,000	£158,500	
Inns, free houses	£120,000	£122,500	
Catering	£78,500	£82,000	
Retail	£82,500	£88,000	
Average	£88,500	£105,000	
Average price increase*	1984	1985	
Hotels	2.3%	10.8%	
Inns, free houses	9.0%	1.8%	
Catering	21.0%	4.5%	
Retail	5.0%	5.6%	
Average	9.5%	5.6%	

*For businesses up to £550,000, sold by Christie & Co.

wine bars, but the increase in demand was partly met by new properties, coming on the market so prices only moved in line with inflation.

Retail businesses, including sub-post offices, newsagents, and general stores, saw a good demand from first-time purchasers many of whom were investing their redundancy money.

The biggest price gains this year are expected to be in hotels and private nursing homes. Christie reported "staggering" growth in the market for nursing and rest homes, which it described as a "phenomenon of the Eighties".

The average freehold price of a nursing home rose from £168,000 to £222,000 last year.

In the 10 years since Christie started its business index, the average growth in prices paid for businesses has outperformed both the retail price index and the house price index. Over the decade, catering has shown the strongest rise, followed by shops, pubs and hotels.

Base Lending Rates

ABN Bank	12 1/2%
Adam & Company	12 1/2%
BCCI	12 1/2%
Citibank Savings	12 1/2%
Consolidated Crds	12 1/2%
Continental Trust	12 1/2%
Co-operative Bank	12 1/2%
C. Hoare & Co	12 1/2%
Lloyds Bank	12 1/2%
Nat Westminster	12 1/2%
Royal Bank Scotland	12 1/2%
TSB	12 1/2%
Citibank NA	12 1/2%

† Mortgage Base Rate.

COMPANY NEWS

● **RELIANT MOTORS:** The company has sold to Hovermat the manufacturing rights, drawings, technical data, body moulds, assembly jigs and fixtures and licensing the use by the purchaser of the trade mark Scimitar, for £500,000.

● **BODY SHOP INTERNATIONAL:** For the year to Sept 30, with figures in £000, turnover was 9,362 (4,910), while the pretax profit was 1,328 (1,044). Earnings per share were 1.32p (1.04p). A final dividend of 1.32p (1.04p) is being paid, making a total of 3p (1.5p). This compares with the forecast total of 2.7p. A one-for-one scrip issue is proposed.

● **RYAN HOTELS:** For the year to Oct 31, with figures in Irish £000, turnover was 12,843 (12,515), while the pretax profit was 1,525 (639). Earnings per share were 4.42p (2.1p). A final dividend of 1p (0.65p) is being paid, making a total of 1.5p (0.65p).

● **GEORGE BLAIR:** For the half year to Sept 28, with figures in £000, turnover was 8,586 (7,348), while the pretax profit was 252 (111). An interim dividend of 1.15p (nil) is being paid on Jan 20.

● **STANDARD SECURITIES:** For the year to Sept 30, with figures in £000, rental income was 2,324 (2,186), while the pretax profit was 1,716 (1,564). Earnings per share were 8.82p (7.37p). A final dividend of 2.78p (2.5p) is being paid on Feb 27, making a total of 4.05p (3.65p).

● **Pineapple Dance Studios, the USM-quoted leisure group,** has arranged a £1 million financing package through its new principal bankers, Citibank NA, to facilitate its acquisition plans.

● **GORING KERR:** For the year to Sept 30, with figures in £000, turnover was 7,976 (7,733), while the pretax profit was 2,682 (2,240). Earnings per share were 26.07p (19.87p). A final dividend of 7p (5.5p) is being paid on April 1, making a total of 10.5p (8.25p).

● **HUNTERPRINT GROUP:** For the year to Sept 29, with figures in £000, turnover was 47,504 (35,980), while the pretax profit was 2,389 (2,017). Earnings per share were 25.52p (22.3p). A final dividend of 3.2p (2.67p) is being paid on April 5, making a total of 4.7p (4p).

● **HOWDEN GROUP:** For the half year to Oct 31, with figures in £000, turnover was 86,000 (81,000), while the pretax profit was 4,190 (4,010). Earnings per share were 4.3p (3.8p). An interim dividend of 0.9p (0.9p) is being paid on April 30.

● **STURGE HOLDINGS:** For the year to Sept 30, with figures in £000, turnover was 8,354 (5,716), while the pretax profit was 7,360 (4,902). Earnings per share were 14.93p (10.52p). A final dividend of 4p (2p) is being paid on March 6, making a total of 6p (2p).

● **MULTITONE ELECTRONICS:** For the half year to Sept 30, with figures in £000, turnover was 8,039 (9,330), while the pretax loss was 735 (profit, 383). Losses per share were 5.6p (profit, 2p). No interim dividend (1.1p) is being paid.

● **WYKO GROUP:** For the half year to Oct 31, with figures in £000, turnover was 15,530 (14,823), while the pretax profit was 1,011 (891). Earnings per share were 3.3p (2.88p). An interim dividend of 1.1p (1p) is being paid on April 9. This is the first dividend since last year's flotation.

● **CAP GROUP:** For the half year to Oct 31, with figures in £000, turnover was 25,383 (16,058), while the pretax profit was 1,238 (873). An interim dividend of 0.5p (0.5p) is being paid on Feb 27.

● **COUNTY PROPERTIES:** For the year to Sept 30, compared with the previous 18 months, with figures in £000, turnover was 4,083 (6,972), while the pretax profit was 641 (5,329). Earnings per share (group) were 29.3p (22.7p). A final dividend of 2.25p (1.4p) is being paid on April 7. This makes a total of 3.5p, compared with 3.4p for the 18 months.

● **BETT BROTHERS:** For the year to Aug 31, with figures in £000, turnover was 16,048 (21,465), while the pretax profit was £24 (1,315). Earnings per share were 3.05p (5.84p). A final dividend of 1.5p (1.5p) is being paid on March 10, making a total of 3.1p (3.1p).

● **EASTERN AIRLINES:** In the fourth quarter of 1985, this airline made a net loss of \$67.4 million (\$47 million) against a profit of \$10.7 million. Revenues were unchanged at \$1.1 billion. For the whole of 1985, it made a net profit of \$6.3 million, compared with 1984's loss of \$37.9 million. Revenues expanded from \$4.4 billion to \$4.8 billion.

● **FIRST SECURITY GROUP:** For the half year to Oct 31, with figures in £000, turnover was 3,805 (6,246), while the pretax profit was 490 (153). Earnings per share were 3.9p (11.6p). An interim dividend of 1.2p (1.2p) is being paid.

● **LINCROFT KILGOUR:** For the year to Sept 30, with figures in £000, turnover was 1,175 (7,931), while the pretax profit was 1,343.7 (1,147.2). Earnings per share were 19.4p (19.3p). A final dividend of 5p (4p) is being paid on April 8, making a total of 7p (5.5p).

● **LONDON & CLYDESDALE HOLDINGS:** For the year to Sept 30, with figures in £000, turnover was 12,442 (10,701), while the pretax profit was 1,646 (2,990). Earnings per share were 12.7 (18p). A final dividend of 3.9p (1.3p) is being paid on Feb 25, making a total of 5.6p (1.3p).

● **BEP:** Drilling starts next month at the epithermal gold areas found at Donnybrook, Western Australia, according to West Coast Holdings, one of BEP's joint-venture partners.

● **ERNEST JONES (JEWELLERS):** For the year to Sept 28, with figures in £000, turnover was 16,564 (14,778), while the pretax profit including V.A.T. was 804 (70). Earnings per share were 4.6p (4.6p). A second interim dividend of 2.5p is being paid for the period to March 29 next.

● The Secretary of State for Trade and Industry has decided not to refer the proposed merger of AAH Holdings and Grinwade Riddley and Co (Ipswich) to the Monopolies and Mergers Commission.

THE POWER BEHIND SUCCESSFUL RETAILING

Interim profits up 140% to £30.1M

- Sales up 112% to £451.3M
- Earnings per share up 43% to 21.6p
- Interim dividend up 20% to 2.31p per share
- 3 for 1 scrip issue proposed

28 weeks to 9th November 1985

	1985/6	1984/5
Sales	£451.3m	£212.9m
Profit before Tax	£30.1m	£12.5m
Earnings per share	21.6p	15.1p
Dividend	2.31p	1.92p

Christmas trading has been excellent and shareholders can clearly anticipate further substantial profit growth for the full year.

Stanley Kalms, Chairman
(extract from the interim statement)

Dixons

Dixons

Currys

DCP

MASTERCARE

POWER CITY

saisho

MIRANDA

CARLTON

Fotopost

MATSUI

TRUPRINT

Horizon

Dixons Group plc, 18-24 High Street, Edgware, Middlesex.

CAP

The Systems Company

Growth continues

HALF YEAR PROFITS UP 41%

Interim Results

	6 months ended 31st October, 1985	6 months ended 31st October, 1984	
Turnover	25,383	16,058	+58%
Profit before taxation	1,238	873	+41%
Taxation	(495)	(367)	
Extraordinary item	377	—	
Profit after taxation and Extraordinary item	1,120	506	
Earnings per share	3.7p	2.9p	+27%

Dividend

An interim dividend of 0.5 pence per ordinary share will be paid on 27th February, 1986 to shareholders on the Register on 6th February, 1986.

Mr. B.J. Gibbens, Chairman, reports:

CAP continues to grow profitably and in the first six months of 1985/6 has won significant orders in all sectors of the business.

Increased investment in technical resources for our people and market development for major new products will earn future profits for the Company.

CAP Group plc

233 High Holborn, London WC1V 7DJ Telephone: 01-831 6144

A copy of the Interim Report being sent to shareholders can be obtained from the Company Secretary.



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IMPERIAL GROUP



January 16, 1986

FOCUS

A SPECIAL REPORT ON
ENERGY EFFICIENCY/1

'By the end of 1986 there will be no excuse for anybody not saving energy', says Peter Walker, Secretary of State

The switch-off that can save £7 billion

Speaking in the appropriately underheated vastness of the National Exhibition Centre in Birmingham, Peter Walker, the Energy Secretary, launched the campaign which he hopes will save the nation £7 billion in fuel costs this year.

Of course, bearing in mind the enthusiastic approach that he is taking towards Energy Efficiency Year, "hopes" is probably the wrong word to apply. "Convinced" is probably more appropriate.

The Energy Secretary's commitment to the energy-saving campaign is total. He has already used his own business experience and that of running nationalised industries - and he has been in charge of every one of them, apart from the Post Office, at some point in his governmental career - to persuade businesses that big savings can be made.

He has also brought in four of his old business contacts to help run the Monergy campaign and harness their expertise to provide new ideas and take a market-related approach to the subject.

Mr Walker said: "Monergy must succeed. There is no other sphere in the British economy where we have the opportunity of saving £7 billion a year. By the end of 1986 there will be no excuse for anybody not having contributed to improving the nation's energy efficiency performance."

"We have mobilized the electricity, gas, coal and oil industries, together with all those who create the equipment for improved energy efficiency to support our campaign. They will be featuring Monergy in the millions of pounds of advertising and promotional activity in 1986."

"Scotland will have available to it aerial survey studies

showing where the heat is being lost. In Wales the highly successful activities of the Cardiff energy action campaign will be communicated to local authorities throughout the region."

"In England the opening of an energy park in Milton Keynes with 50 different energy-efficient houses will focus attention on how the home can be made more energy-efficient. Northern Ireland is launching an energy efficiency year in close collaboration with ourselves."

The creation of the word "Monergy" has already been criticized by some members of the House of Commons Energy

Outside help is used to eliminate all waste sources

Committee as "slick" and smacking of smooth advertising jargon. Such criticism is shrugged off by Mr Walker. He said: "We have created the word Monergy to expose how a waste of money is a waste of energy."

Mr Walker even told the annual get-together of industry energy managers - a breed of executive which has increased from 2,000 to more than 5,000 since Mr Walker first relaunched the energy-saving initiative when he moved to the Energy Department three years ago - that he felt the word would soon enter the Oxford English Dictionary.

The use of outside advisers and advertising consultants, the Energy Secretary is quick to point out, does not belittle the work being done by the department's own team in the Energy Efficiency Office.

Outside help is being used to make sure that every possible

source of waste is identified and a cure suggested. Every single household has now had a pamphlet explaining how basic energy-saving measures around the home can be made.

Had the department financed such a costly operation from its own funds it would have undoubtedly run into criticism. But by taking advertising in the pamphlet and using it to launch a major competition open to every household, the exercise may even make a profit.

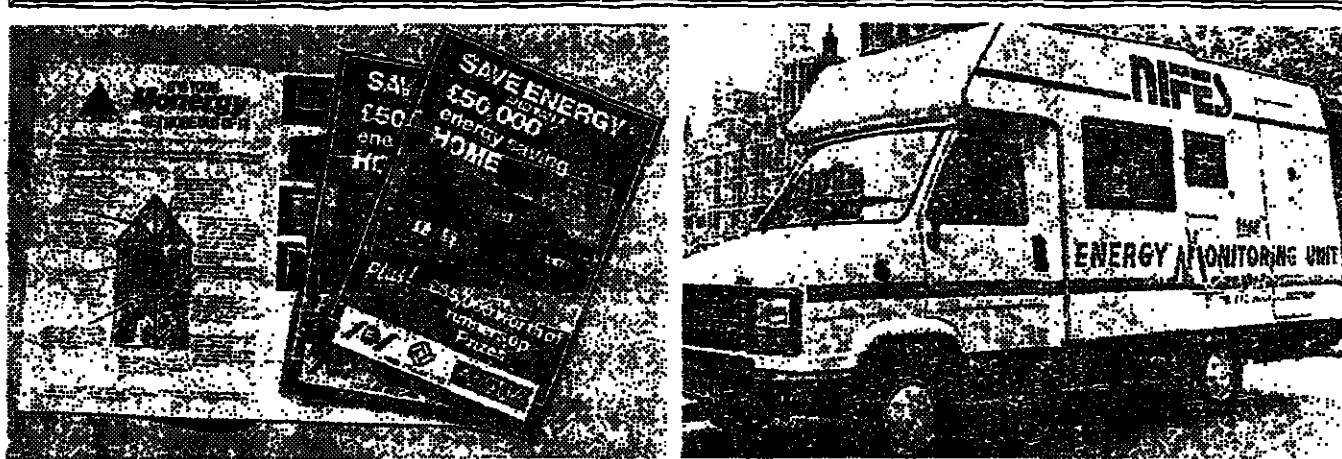
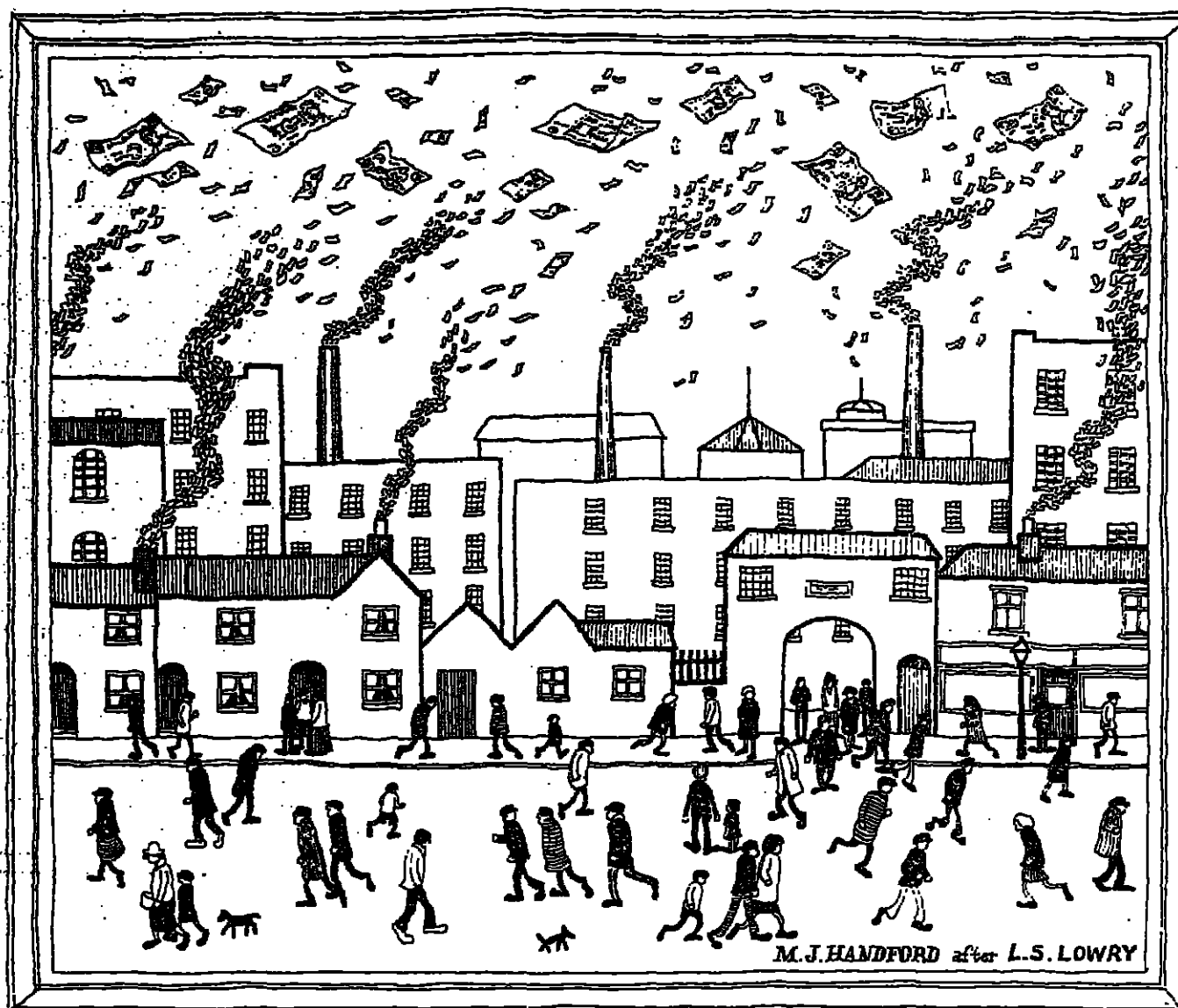
The Energy Secretary is determined that though no corners will be cut to make the campaign a success - the hiring of an airship to tour the country with the Monergy slogan emblazoned on it was an advertising "first" for a government department - the campaign will be as self-financing as possible.

The extent of planning that has gone into the campaign is indicated by the eight illuminated display boards around the country which lit up every second to show how much money was being wasted on misuse of energy last year. Before they were switched on, the department changed the light bulbs being used to high-output low-consumption bulbs.

Mr Walker started his campaign by checking his own home and his own department to see that fuel was not being wasted. Among the things he found was that the department's hot-water boiler used to brew the traditional civil service cup of tea was being left on when the building was either unoccupied or a skeleton staff was on duty.

He said: "We found a way of curing that waste without jeopardizing the traditional cup of tea. Mrs Thatcher rather liked that."

David Young
Energy Correspondent



Why burn money? The Government promotes economies with leaflets, and, right, the independently-owned National Industrial Fuel Efficiency Service's monitoring van, which provides a useful on-the-spot indication of energy savings

Tea and thrift at the ministry

Breakfast with a Cabinet Minister, reads the invitation. In his own handwriting.

The very thought stimulates and titillates the taste buds. Fresh, free-range eggs from the minister's farm - we are assuming he's a minister with his own farm - smoked bacon, devilled kidneys, kippers sent south by a colleague from the minister's office which oversees the North Sea oil industry.

Who could resist such an invitation? Few have, but the reality of breakfast with a cabinet minister for most of the country's leading business executives has been different.

Tea, brewed in a large urn; coffee strong, very dark and rather like that served in the company canteen. Occasionally a pastry, but more often toast and butter and marmalade served in the plastic containers which make their own contribution to energy inefficiency in the shape of the waste they create.

Nevertheless, most of Britain's managers will have now responded to the Energy Secretary, Peter Walker's invitation to have breakfast with him while he, or one of his ministerial colleagues, explains to them how they can save their companies and the country £7 billion a year by trimming their fuel bills.

Mr Walker first developed the idea of his breakfast meeting when he was in the industry ministry. Businessmen always had an excuse when summoned to the ministry for a meeting in the morning or the afternoon, but if the minister invited them to discuss an issue over breakfast they could hardly plead a prior appointment.

By writing personally to every senior executive in every county in Britain, Mr Walker made sure that his message would get across. With the meetings timed for eight or eight-thirty, they could hear the message, then return to their offices and factories ready to implement what they had heard.

The breakfast specials have now been held in almost every

Continued on next page

ENERGY BLUEPRINT

Electricity welcomes Energy Efficiency Year

In many situations, electricity efficiently used is the most cost-effective way to meet the energy needs of British business. Furthermore, the substitution of declining resources of oil and gas by making use of the more abundant supplies of coal and nuclear fuels is inherent in

Such commercial realism is the key-note of the industry's strategy for marketing its product.

It has identified numerous opportunities for businesses to save money and benefit in other ways by using electricity.

coupled with the controllability, adaptability and high efficiency of electricity, can often make it a more attractive proposition than other forms of energy. There are also other benefits such as improved productivity, lower maintenance and improved working conditions.

Heat pumps, heat exchangers, night storage heaters, more efficient lighting, instantaneous water heaters and automatic control systems are some of the main ways in which commercial users are taking advantage of technical advances to cut their overall energy costs.

For instance, the versatile heat pump, which produces on average 2½ times more energy than it consumes, can be used for space heating and cooling, water heating and air dehumidification. The Tesco superstore at West Thurrock, Essex, is one of the newest examples of an all-electric building that is saving its owners thousands of pounds annually through heat recovery via heat pumps and other energy-efficient systems.

The latest slimline storage heaters frequently offer the businessman a cost-effective heating system. They have an iron oxide core giving nearly 70 per cent greater heat capacity than earlier models. Automatic controls that compensate for changing weather conditions, coupled with damper control, can cut consumption considerably.

Electricity can also bring substantial savings when used in conjunction with fuel-fired systems, for example, for summer water heating when conventional boilers operate at low loadings and efficiencies.

For many businesses in 1986, switching to electricity could be the way to cut costs and improve conditions for staff and customers.

Efficiency built-in at all-electric superstore

Tesco's all-electric superstore at Lakeside, West Thurrock, will save thousands of pounds a year through energy-saving features built into the store when it was constructed.

The biggest saving, projected to be up to £10,000 a year compared with costs at

minimise operating costs. The West Thurrock store's building services management system is supervised by a central processing unit at Tesco's head office, Chesham, with which it is connected via leased telephone lines. The system controls and monitors a

similar type available only a few years ago. Lighting is automatically switched on and off or reduced in non-trading hours from head office.

At customer entrances and exits, a combination of lobbies, air curtain heaters and automatic doors helps to form an 'air-lock' to keep out cold air (or hot air in the summer).

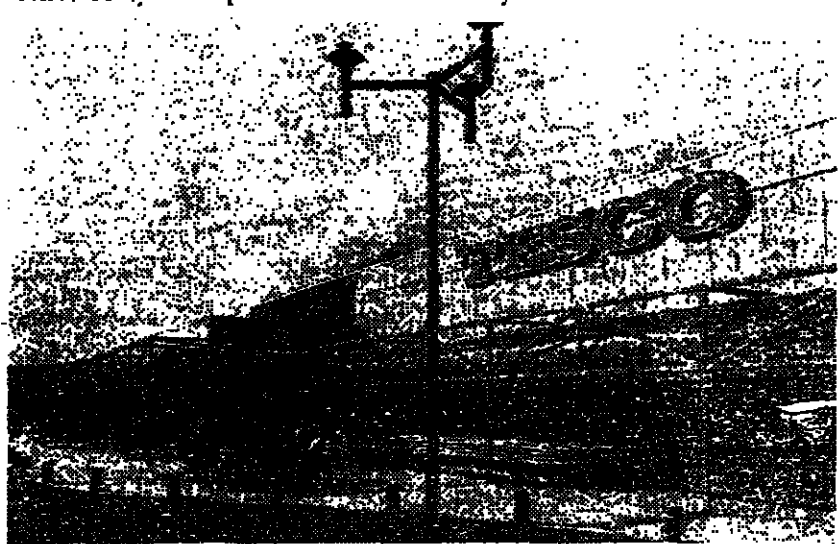
Even simple devices to cut the loss of cold air from meat chillers and freezers help to keep energy costs down.

An innovation is the use of microprocessor-controlled compressor packs of differing outputs for refrigeration plant, enabling compressor output to more accurately match the actual load.

Tesco's long-term interest in energy conservation may also benefit other retailers. In February 1985 it was awarded a £90,000 Government grant for a two-year project that could help save millions of pounds a year in heating and lighting costs. Ten Tesco stores have been fitted with monitoring meters to provide day-to-day information on energy consumption that could mean much more accurate control over electricity and gas costs.

Energy-efficiency measures at Tesco stores throughout Britain are estimated to be saving £2.2 million a year. The group's total energy bill in the last financial year was about £20 million.

With their low energy costs, Tesco are creating a powerful case for more energy efficient all-electric solutions to energy needs in the retail trade.



Tesco's superstore at West Thurrock saves thousands of pounds a year through heat recovery and other all-electric features.

other Tesco stores of equivalent size, comes from a water-to-water heat pump. This machine, the only one of its type in a retail store in Britain, recovers the heat extracted from refrigerated food displays and cold rooms and uses it to warm ancillary areas and provide hot water.

Numerous other energy-saving features, including an automatic building services management system, are cutting costs by a further £5,000 a year, making it a model of energy-efficiency for Energy Efficiency Year.

Impressive efficiency

Heating and cooling of 6,100 square metres of sales area in the West Thurrock store is provided by six rooftop air-to-air packaged heat pumps. This is a tried and tested system for Tesco as nearly 200 heat pumps have been installed at their stores - all of them controlled automatically to

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C1605

Wake up to a better Britain

From previous page

part of the country and the team from the Department of Energy's Energy Efficiency Office will have follow-up meetings this year. The message must be re-emphasized, Mr Walker says, and the lessons and techniques learned passed on.

Some areas of industry and commerce have been more fertile ground for the energy efficiency message than others. The high-tech companies have a natural interest in using their own products to control fuel consumption, but the retail trade has been quick to learn: most leading stores groups can point to savings. Tesco goes as far as to sponsor awards for energy savings among local authorities.

The banks, too, have been quick to learn. One of the big five, insisting that every branch manager is responsible for the heating bills in his or her branch, has set targets for achievable reductions. The electricity and gas industries are also playing their part by sponsoring awards for the efficient use of their products and by trimming their own heating bills. The most energy efficient building in a recent competition run by the Royal Institute of British Architects showed how to make the best use of electricity.

Some companies have refused

Mr Walker's breakfast invitation, but the excuse has had to be good. Porsche Great Britain was able to offer such an excuse. The executive invited was too busy working on the company's new energy efficient headquarters building outside Reading.

The Porsche GB building is probably in line for most available energy saving awards, incorporating, as it does, energy efficiency techniques from the company's innovative car designs. The same heat-absorbing and load-bearing glass as used in its supercars forms part of the roof of the building.

Another result of the breakfast meeting is that more than 50 per cent of British companies

have been appointed since Peter Walker began his campaign two years ago.

"During that time more than 16,000 top executives attended breakfast special seminars and membership of energy management groups has grown by 70 per cent. This is nothing short of a revolution in management attitudes toward energy efficiency and one on which we shall capitalize in Energy Efficiency Year."

"We will do this by launching new-style 'Money' breakfast seminars. The new presentation will promote detailed technical know-how to help industry tackle practical problems. They will include videos and on-stage demonstrations of the latest energy efficiency equipment."

Interviews with leading industrial and commercial figures who can explain the benefits of those technologies from personal experience; and at each venue there will be an exhibition where further detailed advice will be immediately to hand.

"Also for the first time there will be a new competition, open to every energy management group in the country that has made the biggest contribution to energy efficiency." This new competition will be sponsored by British Gas.

BY

Glasshouse efficiency: Porsche's new HQ

have now appointed energy managers, a development described as "little short of a revolution" by the department.

David Hunt, the minister responsible for coal who has been working alongside the Energy Secretary on the efficiency campaign, said: "Positive proof that the energy campaign message is getting across to decision-makers at executive and boardroom level is that thousands of energy man-

agers have been appointed since Peter Walker began his campaign two years ago.

"Also for the first time there will be a new competition, open to every energy management group in the country that has made the biggest contribution to energy efficiency." This new competition will be sponsored by British Gas.



EGGED ON: Peter Walker boils an egg on an energy-efficient halogen cooker hob in Leeds at the inauguration of the Yorkshire Electricity Board's campaign to promote better use of electricity

How the Barbican got lit up and saved a fortune

While almost every company director must by now know this is Energy Efficiency Year - those that claim they don't will soon be in the Department of Energy's sights - it is remarkable that fewer than two per cent of managing and financial directors who recently took part in a survey actually knew the size of their company's annual fuel bill.

The survey was conducted by Emstar, the contract energy management company, set up last year by Shell. In the South of England, 200 companies were involved in the survey.

Richard Tinson, Emstar's managing director, said: "The survey demonstrated the low priority given by most senior management in the UK to the whole question of energy efficiency. A staggering £7 billion a year could be saved in Britain through properly structured and implemented energy management programmes."

By adopting such programmes Shell cut its own energy bills by 30 per cent, and formed the company to pass on the lessons learned on the basis of customers paying for the service out of the savings made.

The lack of an appreciation of the size of savings and the ease by which they can be made by using modern energy management systems is something which the Department of Energy has been struggling against. But there are clear signs that the breakthrough has been made.

Emstar itself has won contracts worth £25 million since the Energy Secretary inaugurated the company over a year ago and is close to announcing a major contract.

Industrial companies such as Expanded Metal, in Harlepool, and R. Miller, the Glasgow textiles group, called in Emstar and have benefited from £370,000 of investment in energy saving hardware and expertise with the cost met from their fuel savings.

The health-care sector special treatment centres, such as Corseford School, in Scotland, Lingfield Hospital School, in Surrey, and St Christopher's Hospice, in London, benefit from the Emstar Guaranteed Savings scheme. Residential and commercial property owners are also using it, and in the educational sector, energy management equipment and controls are extremely beneficial.

As in most areas, the main competitor for the Shell company comes from its arch-rival BP, which has also set up an energy management specialist company.

The common factor in these energy management savings schemes - and the one which makes it hard for the laymen to understand why all companies don't adopt them - is that the fees for management and the cost of sophisticated hardware is met entirely from the fuel bill savings. No savings: no cost.

The easiest way of savings is, of course, to switch something

off - but that is hardly the most efficient way of using energy. Getting the same amount of work from fewer units is far more sensible, and among the easiest ways of doing that it to replace older equipment such as lighting with the new types developed by people like Philips and Thorn, which give out the same amount of light for less electricity and also last considerably longer.

The lights in the Barbican Centre in London have been replaced by Philips bulbs and have saved over £25,000 in the first full year of operation.

Mike Goodwin, divisional director of Philips Lighting, said: "The employment of modern lighting equipment encompassing the use of the latest lamp technology could significantly contribute to reducing the country's £7 billion energy waste problem."

"The problem that lighting manufacturers face is that conventional lighting, which has higher running and maintenance costs, is often cheaper to purchase than new lighting technology, which produces much greater energy savings."

The most efficient way to use energy, however, is to make sure that the price paid for it is as low as possible. The gas and electricity boards offer a plethora of tariffs rates, often



Richard Tinson: Emstar's managing director

depending on company size, the type of industrial process used, as well as geographic considerations.

By making sure that you are not paying more than you absolutely need too is not as simple as it sounds. The access to detailed comparative tariff rates is needed to argue the case convincingly.

National Utility Service, the European subsidiary of a company originally started in New York to advise the tenants of the newly opened Empire State Building on how to negotiate their electricity contracts, can offer considerable savings to industrial users, again on a no-cost savings. It charges its fee as a proportion of the money saved.

By calling on its massive data bank of industrial users past experience - the service can ensure that its customers are paying no more than is absolutely necessary for their gas and electricity.

BY

BRITISH COAL. THE SHORT CUT TO LOWER PAPER COSTS

Bowaters operate one of Europe's largest papermaking sites in Kent, with a capacity approaching 500,000 tonnes each year. In the process, the Company consumes around 280,000 tonnes of coal per annum.

The mills produce a portfolio of papers, ranging from quality gloss coated grades through computer and business needs, to towelling and packaging.

Whilst mainly serving the UK market there are significant exports and the Company faces competition in both areas. In addition to the essential marketing tools, good cost control is vital.

Coal is burnt in water tube boilers, producing steam for electricity generation and papermaking heat, particularly drying rollers. The steam satisfies all of the mills heat requirements and about 50% of the power needs.

For the papermaker, energy costs are of prime concern. Bowaters have found, like many other companies, that coal is the most economic source of energy.

The cheapest source of energy

British coal costs less than other fuels. And the NCB intends to make sure coal prices remain competitive.

World-beating technology

British coal leads the world in combustion technology, and methods of coal and ash handling. To maintain coal supplies there is a nationwide network of distributors who are strategically situated to give advice and provide an efficient service to industry.

Real help with conversion costs

The government's confidence in the coal industry is demonstrated by the extension of the coal firing grant scheme until at least

June 1987. The current limit of £75 million on total grants has been lifted. This scheme, with the backing of European loans, creates a really attractive financial package.

A final word from Malcolm Edwards, Commercial Director of NCB: "We intend to keep British coal competitive and by reducing our costs retain attractive differentials. This is good news for all our customers. Let us talk - we can do business together."

NCB THERE'S NEVER BEEN A BETTER TIME TO CONVERT TO BRITISH COAL

When conservation can make more jobs

The Association for the Conservation of Energy, the country's only high profile pressure group on the subject, has calculated that up to 155,000 new jobs could be created by a £24.5 billion, 10-year investment programme.

The group, which not surprisingly comprises most of the big names in the energy conservation industry, says that following an independently researched investigation of the employment generation potential the increased level of activity would lead to annual energy cost savings of £218 billion a year at 1982 prices. This would be the equivalent of 46 million tons of coal.

Unfortunately for the association's ideas, they need substantial state backing at a time when self-help and free market forces remain the watchwords of the Government.

The association states: "Despite the very attractive rates of return the low priority given by householders and industry to energy conservation investment in the past suggests that government support in the form of pump-priming would be required. However, even at 75 per cent of capital costs, this would still produce a cost per job substantially below that of the Government's existing regional policy."

The association, formed in 1981, is bitter about the way shifts in government policy have upset the market and the industry. Andrew Warren, its director, stresses that much of the capital investment made by the industry to increase capacity was at a time when energy conservation was popular with the Government. But with cuts in stimuli such as home insulation grants, even some of the most efficient plants are under-utilized.

The association's 16 members are particularly angry by what Mr Warren claims is a 20 per cent cut in the English home insulation scheme. "So substan-

tial a reduction in the only form of direct financial assistance available to all householders is extremely damaging and can in no way assist in the Government's laudable objective of making Britain the most energy efficient nation in Europe within the lifetime of this Parliament," he says.

Mr Warren calculates that the overall budget for the scheme has been cut from £28 million in 1985-86 to £23.5 million next year, a fall of £4.5 million while in Wales the budget has been cut from £2.8 million to £2.5 million. This, he says, could mean that up to 60,000 eligible house holds will be able to claim assistance during 1986-87.

The association, which has coined the phrase "the fifth fuel" for conserved energy, regards itself as a political pressure group just as much as an industrial grouping.

"The industry had reached its nadir in 1981 and not one minister was in the slightest bit interested in energy conservation at that time. We wanted to make certain that the issue would be addressed politically," says Mr Warren.

Peter Walker, has begun to appreciate that energy conservation has "political mileage", according to Mr Warren. Energy Efficiency Year should provide a useful public relations boost to the association's efforts "but it is important that we turn it into more than an opportunity to grab quick headlines and we must address ourselves to the removal of those major market place barriers."

There remains the problem of apathy. "There is a lot going on in the energy conservation field but one can be blinded by the enthusiasts. For many people, energy conservation is still given a very low priority and it is to these people that we must deliver the message," he says.

Edward Townsend
Industrial Correspondent



LIGHT ON POWER: Good directional and colour-rendering properties are essential for lights used to highlight retail goods. Energy consumption is also a crucial factor and the PL lamps shown here operate at six times the efficiency of filament lamps. With an estimated 5,000-hour span compared to the 1,000-hour average life of the filament lamp, the PL lamp is the kind of cost-saver favoured by the Energy Efficiency Year campaign.

How more can mean less

Ideal Standard, one of Europe's leading sanitaryware manufacturers, has just won acclaim with a phenomenal energy saving project. Last year, the Cheshire-based company installed a new kiln which uses 56 per cent less fuel than its predecessor, while process and space heating energy consumption at the plant has been cut by 74 per cent.

Ideal's old tunnel kilns were fuelled by a butane-air mixture, and the drying and other heating systems by steam-heated batteries. All of this was replaced by a natural gas system. The real test of such a programme - the amount of the subsequent cost reduction - proved the company right in its energy management policy. Ideal's fuel expenditure has been reduced from 20 per cent of manufacturing costs to 9 per cent, and the Middlewich factory has moved from the bottom to the top of the American-owned Ideal's world energy management league table. In total, 1,370,000 therms of heat have been saved and the payback is expected in just 1.6 years.

Working together to raise competitiveness

Ideal has pointed the way to what energy conservation experts in the gas, electricity, oil and coal industries have known for a long time - that vast amounts of power are being wasted in the UK by inefficient industrial processes. Ideal's efforts earned it the 1985 Gas Energy Management (Gem) award for industry, a competition that is matched by the electricity industry's Power for Efficiency and Productivity (Pep) awards. Both contests take on a far greater prestige nature this year, with the winners almost guaranteed a much higher level of publicity and fame.

Both industries claim their schemes have played a major role in energy conservation. Last year, British Gas celebrated the tenth anniversary year of the Gem awards with contestants who between them saved a record 39 million therms of gas and described it as "an outstanding achievement by customers, manufacturers, British Gas sales engineers and research establishments - all working together to improve competitiveness and reduce costs in British industry, commerce and the public services".

The Pep scheme, begun in 1984, has also had impressive results. In its first year the 28 regional winners achieved en-

ergy cost savings of more than £700,000 and saved energy amounting to 3,500 tonnes of equivalent.

The beginning of the energy-saving concept's impingement on the consciousness of business leaders - was in 1984 when Peter Walker, the Energy Secretary, warned industrialists of the dangers of ignoring the savings that could be achieved by better energy management.

Conservation was no longer a word being used by the new energy efficiency office - now the theme was the extra competitiveness that could be won by saving money on energy thereby increasing profits, investment and job potential.

The message was simple - if you do not do it, your competitors probably will, and you will have lost another opportunity to pull ahead.

By the end of last May, about 5,400 companies had appointed an executive with special responsibility for energy saving as a direct result of the breakfast briefing sessions. The Department of Energy, claiming a huge success, said that a total of 16,000 business people had attended the briefings and three-quarters had begun to keep a regular check on their companies' energy usage.

But the critics remain unconvinced and many, including the Commons Select Committee on Energy, want the Government to devise "hard policy options" to cut energy consumption. And Britain, it seems, has a lot to do to catch up with its major competitors on the energy saving. A recent European commission report said the UK had made less effort than almost every other EEC country to improve its energy efficiency since the oil crisis of 1973.

An award for 80 per cent costs cut

France and Denmark had made savings of up to 30 per cent in the industrial and housing sectors, but Britain lagged in eighth position with a reduction in energy usage of only 17 per cent.

Now, with the adoption of a higher profile for schemes such as the Gem and Pep awards, it is hoped that this trend can be reversed. But the snag for most hard-pressed industrialists is that the energy utilities and companies are, of course, in fierce competition with each other, choosing to stay with an existing energy source and investing in something new can be a time-consuming task.

The 28 Pep winners last year achieved a total savings of £2,400,000 in the first year for

an investment of £2,800,000, giving an average pay back of 14 months. The national finals of the Pep competition will take place in London on January 29.

Two examples of the Pep regional winners from each end of the country show what can be achieved. In Putney, Smiths Industries Aerospace and defence systems installed an electric vacuum furnace in place of a gas-fired process for brazing and cut energy costs by £22,000 a year, or 95 per cent.

In Alloa, United Glass

Containers won an award for cutting energy costs by 80 per cent a year by replacing gas firing with immersed electrode systems in the glass-making forehearth.

British Gas maintains that similar savings can be won by changing to gas. "With all the indications pointing towards natural gas supplies lasting well into the 21st century and onwards, that changeover must make good Monocry sense too," it says.

ET

All steamed-up about waste

Each year Britain uses a vast amount of energy - more than 200 million tons in terms of oil equivalent. Nearly half of this amount is used by factories, offices and shops.

A lot is wasted or under-utilized, creating unnecessary costs and making firms less competitive. About £100 million a day is spent on energy - £20 million of which is wasted, hence the Government's encouragement of industry in Energy Efficiency Year to look closely at energy management.

Examples of savings abound. Not long ago Ford's Dagenham factory and other plants in the surrounding area were producing 300 tonnes of combustible waste each week, mainly in the form of paper, cardboard, wood, plastics and rubber.

The waste used to be tipped at a landfill site. But Ford decided to install an incinerator fitted with a waste heat recovery facility in which rubbish can be burnt 24 hours a day, five days a week, and the heat used to supplement the existing steam generating plant.

The saving? Ford estimates it will cut its annual fuel bill by £400,000 a year.

Steam is probably most widely used for both process and heating in industry. Steam is simply a carrier of heat. It is a good way of conveying the heat from the fuel being burned in the boiler furnace to the place where the heat is to be used.

Steam is chosen as a good conveyor of heat for two reasons: it is generated from

water, which is usually available; it can store and carry a lot of heat at a temperature at which it can be used conveniently.

But often it can be used inefficiently, despite highly sophisticated boilers and computer controlled monitoring equipment. Heat can be lost through radiation from steam pipes. Inefficient lagging can cost industry thousands of pounds.

A simple illustration will demonstrate the cost. A 10ft. length of uncovered 6in. piping carrying steam at a pressure of seven bar (100 pounds per square inch) can waste five

by implementing low-cost improvements such as plant and pipework lagging.

That is not all. Further saving of between 15 and 20 per cent can be produced through capital investment in, for example, heat-recovery equipment and more energy-efficient plant.

The government energy efficiency office offers a range of services to industry, one of which is the energy efficiency survey scheme which gives grants towards the cost of expert surveys. The object is to identify what energy waste is costing and what can be done to improve efficiency.

ance to organizations that can demonstrate either new or improved technologies that enable energy to be used more efficiently.

Under the support-for-innovation scheme, a range of financial support is also available from the Department of Trade and Industry to enable firms to undertake research and development in new products and processes.

The industrial heat recovery scheme provides government assistance for high energy users in industry to commission consultants for design specification and tender work on a heat-recovery project in any factory where energy costs exceed £100,000 a year.

In 1981 a £50 million scheme was introduced to give grants to encourage industry to convert coal-fired boilers from oil. In 1982 the scheme was extended to cover conversions of other industrial oil-fired equipment and conversions of gas-fired equipment to coal.

Service as well as manufacturing industries - along with agriculture - are eligible and the minimum qualifying threshold for the total project costs has been reduced from £25,000 to £15,000 to help smaller firms.

Projects which are eligible for a grant under the Department of Trade and Industry's coal-firing scheme could in principle be eligible for a European Coal and Steel Community loan.

Michael Hatfield

It is more than good housekeeping; fixing leaks can cut consumption by 10 per cent

tonnes of coal or 650 gallons of oil a year - ie between £250 and £360 worth of fuel.

There can also be unnecessary loss in space heating. Proper regulation of temperature requirements provide enormous savings. Another obvious way of reducing work to be done by the steam is to cut out unnecessary heating of corridors or rooms not in regular use.

It is no more than good housekeeping. It is estimated that dealing with steam leaks and turning off unnecessary lights can reduce energy consumption by as much as 10 per cent. And savings of between 10 and 15 per cent can be achieved

It is claimed that for every £1 invested in a survey, average savings of £15 a year are made.

The scheme offers support for three types of survey: short, extended and combined heat and power feasibility studies.

For the short survey a 50 per cent grant is offered towards the cost of consultants, charges (excluding VAT) up to a maximum of £250. Similar size grants are offered for extended surveys and combined heat and power feasibility studies, the maximum grant in these two cases being £10,000.

The energy conservation demonstration projects scheme also provides financial assist-

An advertisement for BP

Use less BP.

Schools learn fast

The claim that the link between convection heating and the time and energy which can be saved by baking biscuits in a convection oven rather than a conventional oven is not obvious at first sight is undoubtedly true.

It is also used by the Electricity Council to illustrate how difficult it is for school children to relate theoretical ideas on a school syllabus to their applications in daily life and industry.

If it is important for children to have a wider appreciation of how scientific principles can be applied to everyday life and, in particular, how energy can be used much more efficiently in manufacturing processes, it is vital for the energy producing industries as well as teachers to have a hand in the educating process.

To this end, the Department of Energy runs a schools' energy efficiency competition every two years. This year, with the Electricity Council as the main sponsor, the contest will embrace the concepts of both Energy Efficiency Year and Industry Year. Other sponsors are British Gas and the oil company Conoco.

This year's competition is being called Energy Factor and entries must take the form of an analytical project report, an energy game or an energy simulation. They must describe investigations made at home or at work and put forward proposals for making a process more energy-efficient.

Schools and colleges entering the competition have until the end of the year to prepare their entry and the Electricity Council wants as many as possible. To be successful, it says, the

competition must increase understanding in particular subject areas.

The key point made by the council for this year's competition is that it must be "memorable, useful and fun".

Energy Factor is aimed at 12 to 16 year-olds and involves appreciation of, and involvement in, the choice of different fuels, fuel prices, efficiencies of conversion, energy distribution and application to the product.

The idea is that pupils should investigate an "industrial" process in the kitchen, bathroom or elsewhere in the home, measuring energy consumption, accounting for its use and possible waste and showing how to improve energy efficiency in one or more processes which have industrial analogies.

The findings are then analysed in the classroom, using software provided by Hobsons, the publishers for the Careers Research and Advisory Centre, which is organizing the Energy Factor competition for the council.

There is a particular emphasis on teamwork, with each collating team comprising at least six people and each entry requiring data from a minimum of 20 homes. Competitors with interests in non-science subjects have as much of a contribution to make as those with science and computing skills, say the organizers. Credit is given for cross-curricular involvement.

The competition is to be launched in May with competition packs arriving in schools in June and work beginning in September. The televised national finals will be in London in 1987.

ET

We also want you to use less coal, gas and electricity.

According to Government estimates, British Industry wastes at least £7 billion worth of energy each year.

Their figures also suggest that the average company could consume 20% less energy by using it more efficiently.

Which is where BP Energy comes in. First, we will help you put your finger on that wasted 20%. Then, we'll design, install and maintain whatever you need in the way of equipment and control systems.

If you spend over £100,000 a year on energy, call Peter Wright on Uxbridge (0895) 56662 and he'll tell you more about how to spend less.

At first glance it may seem foolhardy for us to suggest you buy less of our products. But then in the long run we think it will be best for everyone.



BP Energy Limited

ENERGY MANAGEMENT AT ITS BEST

Home thoughts from within: A look at a town where up-to-date housing is encouraged and, below right, faults to overcome

In a cradle of English tradition, the future in bricks and mortar

Surrounded by some of the most perfectly preserved historic villages in England, Milton Keynes seems to be the ideal setting for developing the home of the future. After all, comparing draughty, leaded windows with sound-proofed, well-insulated double glazing on a cold winter morning is the perfect antidote to sentiment.

Already, home-owners have been able to take a glimpse of the future by visiting the Homeworld development at Milton Keynes and seeing the energy savings they can achieve simply by utilizing available techniques.

The next phase - to demonstrate that such energy savings can be achieved in liveable and comfortable homes - will come in spring when the Milton Keynes Energy Park opens. Most of the national builders have planned the homes they are to build and several smaller local firms have also agreed to take part.

The smaller builders are determined to show the big boys that they do not have the monopoly on good ideas. One builder has incorporated his ideas into his home and hopes to win several contracts to build his brainchild in various parts of the country.

One of the remarkable and interesting aspects of what the locals like to describe as the Milton Keynes effect is that the companies involved and the people who eventually will live in the homes have no inhibitions about working and

living in an environment that bears considerable resemblance to a goldfish bowl.

Each day the new city is visited by architects, town planners, industrialists and developers from all over the world, who have come to see the latest applications of modern industrial and residential planning in action.

Most go away with the impression that what they have just seen is how we will be living in the 2000. However, the city's staff point out that they have just seen "how we are living now in Milton Keynes". There is nothing dramatic about the energy-saving homes being built.

In Milton Keynes, all the available equipment and tech-

energy-efficient house - a level chosen by the designers as something practical rather than what they could ultimately achieve - is 30 per cent better than most modern housing.

The Milton Keynes Energy Cost Index is based on a house's total annual energy running costs under certain standard conditions of occupancy and use. Unlike the existing building regulations, the index takes into account most of the factors which directly affect a house's energy performance, such as the heating system, the building's position in regard to the prevailing winds and the sun and the type of glazing used.

The MKECI is presented as an index figure and is assessed on a specially developed micro-

Analysis of the slope orientation and exposure of the Energy Park site led to the development of two distinct planning zones. In one, shelter will be emphasized; in the other the lack of shade will be capitalized on to provide the maximum solar gain in each building.

Stephen Fuller, the co-ordinator of the park, said: "Even on a site of 300 acres there are advantages to be gained from utilizing the local micro-climate to the full and planning the landscape to make the best use of the available wind, light and shade."

"By planting different types of trees we can make sure that houses which need to be sheltered in the winter are and that factories which need to be sheltered from strong sunlight in the summer are also protected."

"This is an aspect of energy saving that has not been fully utilized and we have been lucky in being able to have access to a green-field site."

"But there is not any magic way of making a house use half as much energy as a comparable one elsewhere. The secret is to use all the available techniques in the correct combination," he says.

"When people come to see our energy saving homes and factories they will be surprised how normal they look. The final fuel bills, however, will not be normal."

DY

The city has found a solution to different household needs

Techniques have been brought together in combinations which precisely suit each house designed and built.

What works in one house may not work in another because of its size or shape or because of the type of family living in it - small babies who need a warm environment are more energy costly, for example.

To cope with this phenomenon, Milton Keynes has come up with its own energy-efficiency index for the homes involved.

It shows that even the most

computer program. This enables the developer and the architect to feed in the relevant information about the individual house to make sure that it meets the MKECI level.

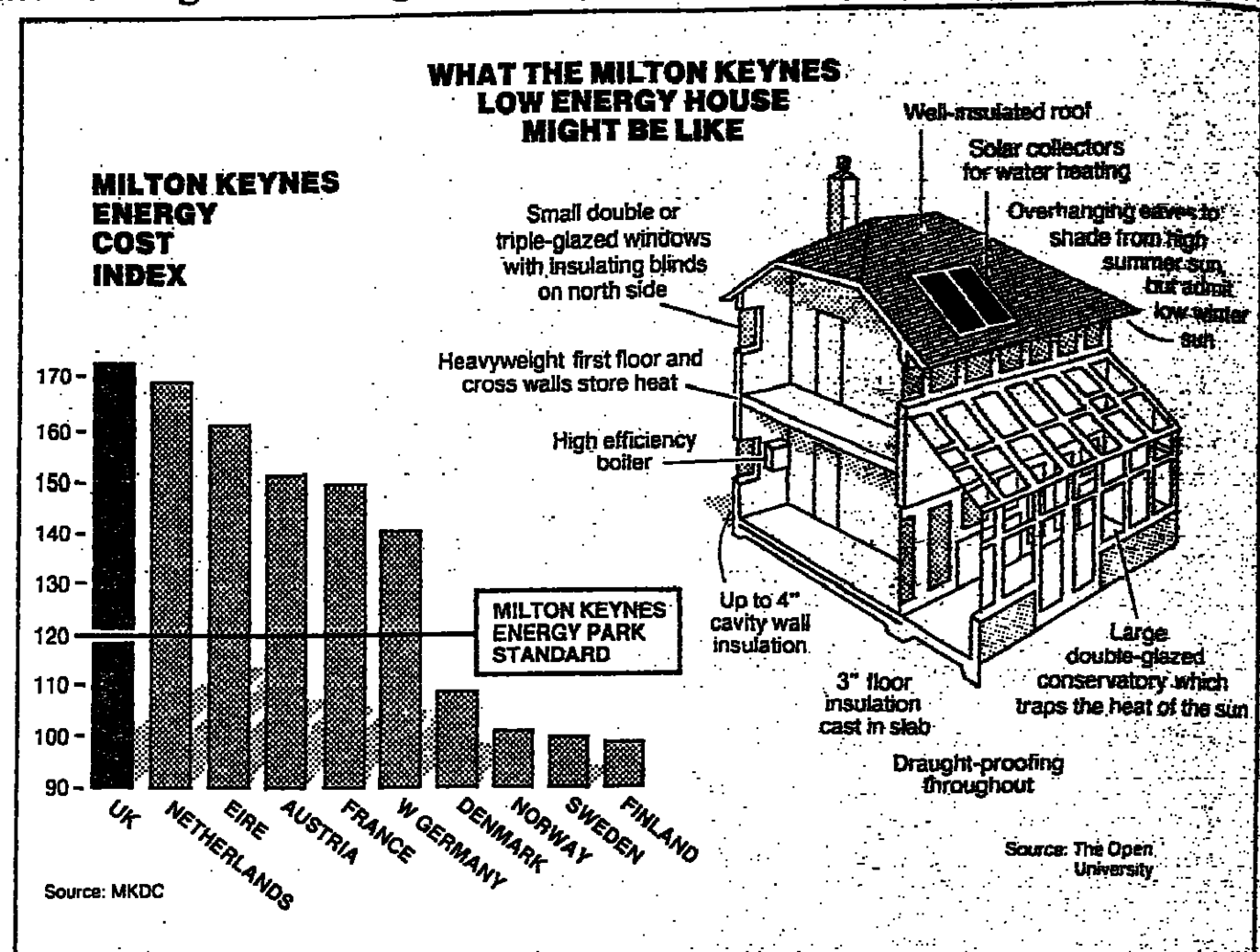
The positioning of the buildings on the site - helped by the fact that the developers have access to a greenfield site where the roads have already been aligned in relation to the prevailing weather conditions - will be crucial to their energy performance.

This is one aspect which has already been studied by architects and planners from abroad.

Lofty ideal

□ To some it may seem a lot of hot air but to the Energy Department this airship promoting the slogan for the 1986 campaign represented an efficient use of fuel. It flew at a £25,000 hire cost for a week over the industrial conurbations of the West Midlands and London to put over the message to business and the media that energy waste means profit loss.

The 164ft-long, 46ft-diameter airship was able to carry the 82ft slogan and up to 10 people using only six gallons of fuel an hour. Its two car engines use up to 100 gallons a 12-hour day, less than a passenger jetliner uses in taxiing for take-off alone.



HOME SWEET ENERGY SAVER: The diagram shows how a typical suburban house can be made more energy-efficient. One way of assessing that efficiency is to use the Milton Keynes energy cost index (above, left).

Houses in the new town's Energy Park have a better maximum, 120, than the UK standard, which fixes an energy cost index of no more than 170. The index level of 120 makes them at least 30 per cent more efficient than those built to

British building-regulation standards. The level was set after studies showed that 120 was feasible with current technology and materials. The energy-saving measures shown here should individually "pay off" within five years.

If you can't stand the heat loss fix the kitchen thermostat

Every man's home may be his castle, but it can also be an astonishing cause of lost energy, which means money out of his pocket and a wasteful drain on the nation's resources.

That is why the Department of Energy, in its efficiency campaign this year, has had the biggest mail-drop in the country's history, sending out 20 million pamphlets to make householders more energy-conscious.

Heat - that is, energy - can escape through the roof, the walls and windows. It is estimated that in a semi-detached house without proper insulation there could be a loss of £75 a year, depending on the heating system. Open doors in a house could cost the householder another £100. As for windows, it is estimated that 25 per cent of the heat in a single-glazed building disappears through them.

Energy consumers without draught-proofing are probably spending on average at least an additional £35 a year on heating bills which could be saved. On a national level this wastage accounts for £600 million a year.

Hot water tanks and pipes are another source of energy and money loss - in cash terms, up to £2 a week. A hot water tank should always be fitted with an 80mm thick lagging jacket. Without a lagging jacket, according to Electricity Council statistics, enough heat for up to 16 baths a week can be lost. This would be enough electricity to keep one bar of an electric fire going for 80 hours. Heating the house itself can

be brought under better control. Such simple measures as checking the time switch on the central heating system, or lowering the thermostat lead to energy cost saving. Heating bills can be cut by about 8 per cent if the room temperature is tuned down to 20 degrees C (68°F). Another way is to fix aluminium foil behind radiators which are on outside walls so that the heat is reflected back into the room. Special foil can be bought for the purpose, but ordinary kitchen foil will do.

Effective draught-proofing is another obvious way of not only keeping out the cold blasts of air but saving energy fuel costs. According to the Draught Proofing Advisory Association, four out of five households without adequate draught-proofing are wasting energy to the equivalent of leaving the front door wide open for 3½ hours every day.

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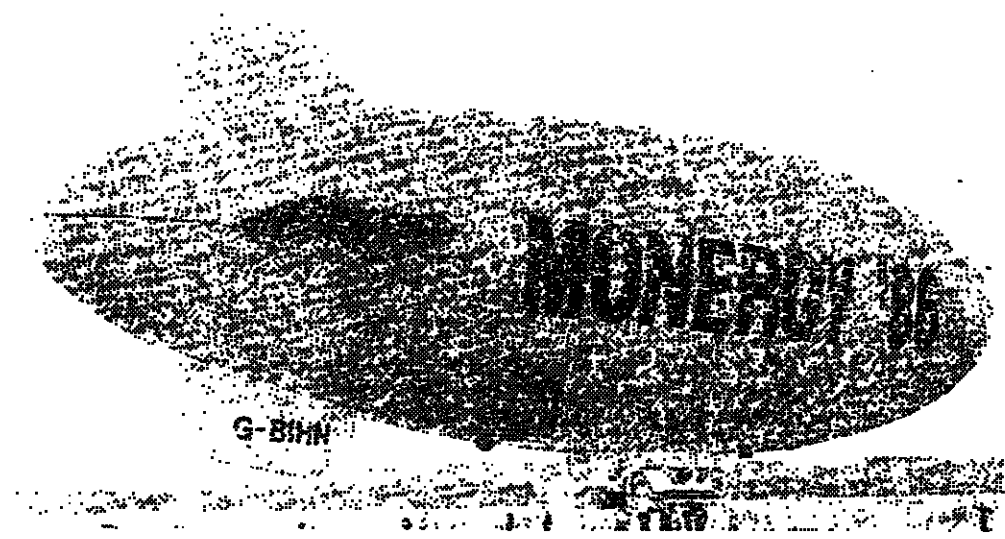
Energy is wasted heating them.

A freezer can provide benefits. By cooking more than immediate needs, they can be frozen to be used later. And the freezer or refrigerator will always be more economical if kept at least three-quarters full.

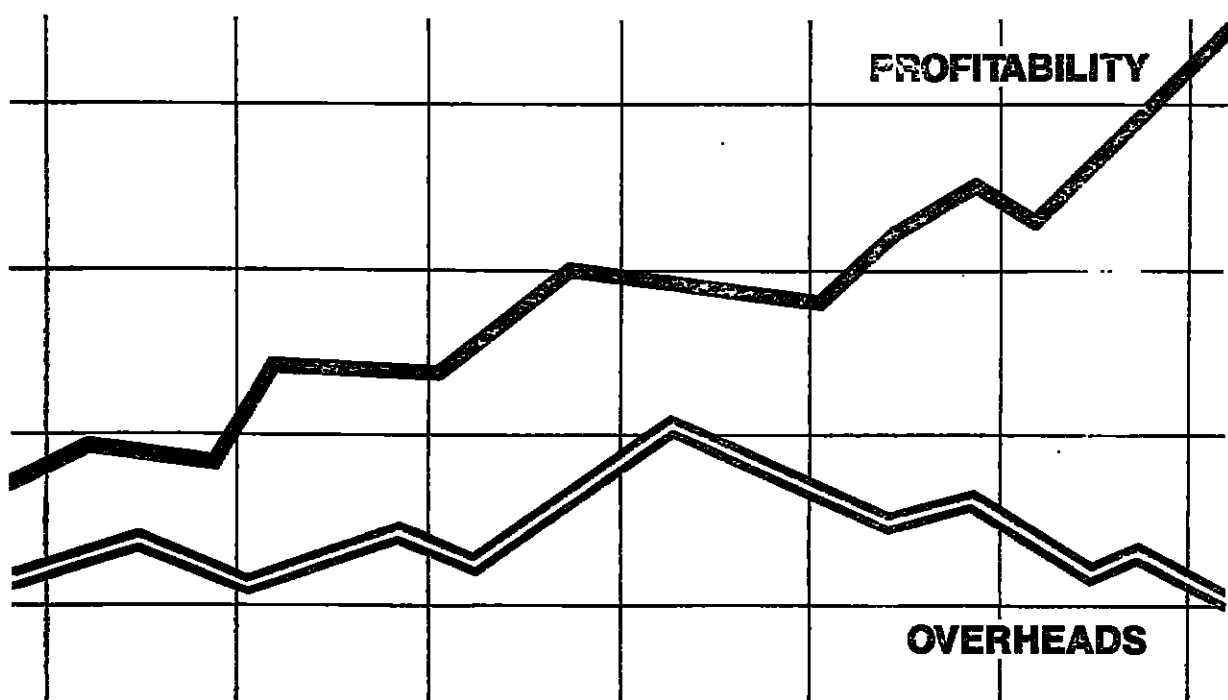
Lighting is unlikely to use a lot of energy compared with heating or cooking, but the amount and cost of electricity can be reduced by using fluorescent lighting or the new energy-saving bulbs instead of ordinary filament light bulbs.

A 100W bulb uses about £5 worth of electricity during its average 1,000-hour life. Fluorescent tubes and the new, compact energy-saving bulbs use 75 per cent less electricity than ordinary filament bulbs for the same amount of light and can last five times as long.

MH



ENERGY EFFICIENT LIGHTING



IT WILL BE ONE OF YOUR FINEST INVESTMENTS OF 1986

If you're looking to reduce running costs make sure you don't ignore one area that's directly overhead - the lighting. Lighting can cost your organisation far more than you may think. In the UK last year it accounted for a staggering £1,200 million, much of which was spent unnecessarily.

THORN EMI, the UK's largest lighting manufacturer, has proved it can stop this colossal waste of energy and money. Through research and development THORN EMI Lighting has produced a powerful range of energy efficient lamps suitable for every environment.



In research tests, on the shop floor and in the office we've been able to reduce consumption by up to 75%. And that means smaller bills, lower overheads and greater profitability. Yet the capital costs involved in changing to THORN EMI make very light reading.

Many of our customers have found payback times of less than one year. With longer lasting lamps, better illumination and our excellent backup service, you'll see that changing to THORN EMI will be one of your finest investments of 1986.

For further details of our free advisory service, contact Christine Anderson on 01-802 3151.

THORN EMI
A world authority on light

Loft insulation can still attract a grant

There are many ways to make a house more energy-efficient. Insulating the loft is a good start. It will need at least 4in. (preferably 6in.) of insulation, and it may not be necessary to pay for it at all.

Depending on the circumstances, which include the depth of the insulation, the local authority could grant up to £90. Insulating the cold-water tank will also prevent its freezing during the winter.

Heat loss through walls can be considerable - up to 35 per cent. Much of this can be saved by cavity wall insulation, amounting to about 25 per cent of the annual heating bill, according to the National Cavity Insulation Association.

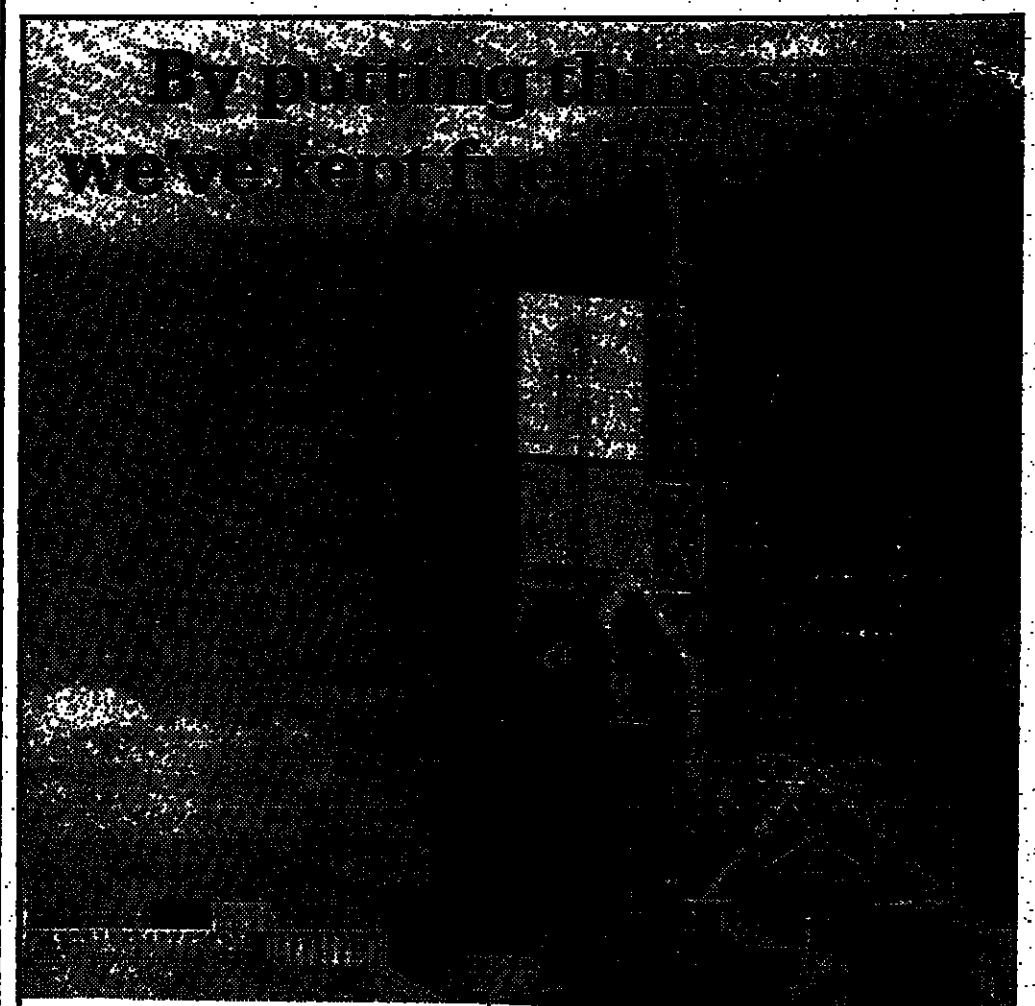
It estimates that a typical centre terraced house costs on average £300 to insulate (for all materials), a semi-detached house between £400 and £500 and a detached house (based on 100 square metres of all area to be insulated) between £500 and £600.

Revealing figures of how the money goes to waste

Double glazing halves the loss through windows; triple glazing or double-glazing using low-emissivity glass halves it again.

The Glass and Glazing Federation produces some revealing statistics: if a typical 1920 to 1940 semi-detached house with 16 per cent of the external walls single glazed is examined, it is estimated that about 22 units of heat are lost through the roof; 47 units through the walls; 22 units through the floor; 29 units through ventilation and 30 units through the windows. With double glazing, heat loss through windows would be reduced to 16 units - a saving of 14 units of heat from a total of 150.

In a similar house built to present minimum insulation standards, heat-loss figures would be nine units through the roof; 27 through walls; 18 through the floor; 29 through ventilation and 16 through single-glazed or 16 through double-glazed windows. Double glazing, in this case, saves 14 units out of a total of 113, a saving of 12 per cent.



This high-efficiency plant is just one example of Blue Circle's continuing triumph over energy costs.

Since we began our energy-saving programme in 1971, we've become more fuel-efficient every year.

Throughout the group we've shown savings of over 30% since 1968 - and with a fuel bill running into millions, that's a significant sum of money.

At Blue Circle we believe that efficient use of energy is simply good business sense - because no well run company has money to burn.

Blue Circle
Blue Circle Industries PLC
Portland House, Aldermaston, Bucks., RG7 4SR

FOCUS

ENERGY EFFICIENCY/5

How to warm up at the right time

Two weeks before Christmas and the staff of a high street Barclays Bank were planning their annual party, which meant heating their premises after office hours. It took a telephone call to Britannia House, London, to get the control mechanism changed, for that is where Barclays head office now controls the energy requirements for 50 of its major branches through a central computer.

In towns as far north as Preston and to the south in Brighton, the daily needs can be monitored by the hour, and changed where necessary. The energy saving has been estimated at £2,000 a year for each branch.

Keith Thomas, who controls the bank's energy management programme, says there are plans to extend the system, but there comes an optimum limit before extra computers have to be installed and staff employed to monitor them.

In the meantime the bank has conducted a survey of 2,500 of its branches offices, all of which now have to send in monthly returns so that they can be checked against given targets. The annual saving is estimated to be £750,000.

Energy management systems and targeting are now key items in making offices more cost - and energy - efficient. They cover such areas as improved insulation, weather tightness of structures, control of engineering systems - heating, ventilation, air conditioning and electrical systems -

A government office has made 40% savings

lighting levels and switching arrangements, management and good housekeeping.

Mr Thomas's comments are applicable to any efficient office management scheme. "Engineering systems, particularly heating, have revealed shortcomings in design which reflect the previous availability and cheapness of fuel."

"To achieve energy savings it has been necessary to install more sophisticated means of control such as micro-processor based control systems, individual thermostatic radiator valves. In some cases there has been the replacement of large energy consuming systems by modern highly efficient equipment and design techniques."

Energy savings of nearly 40 per cent have been achieved in a government office building



Keith Thomas: Controlling energy for Barclays and saving £750,000 a year

through the installation of a building management system. The Building Research Establishment assessed the system performance by detailed monitoring before and after installation.

The system remotely controls two buildings representative of medium-sized, conventionally-heated, naturally-ventilated office buildings and is capable of controlling up to 30 buildings.

A single intelligent outstation is installed in each building, linked with a central station but communicating only in exceptional circumstances or at the operator's request.

The concept of integrated environmental design for office blocks is now an accepted standard of building techniques. What it means, in energy terms, is that the building is built, and even sited, to maximize energy efficiency.

A building can be warm on one side and cold on the other because of environmental conditions. It is the equivalent of a person sitting in front of a coal fire with the back door open. So why not disperse the energy more efficiently?

The same person sitting in the middle of an open plan office will give off more heat, around 150 watts, than a colleague sitting by a window with a north wind blowing. With insulation and the heat extracted through the electric light system, the energy can be re-circulated to keep the whole of the office at an even temperature.

Even the orientation of a new office can be important in energy efficiency, particularly as the development of glazing increases. Buildings with their main glazing on east and west faces reduce the total solar gain because radiation can only be incident on one face at a time and then only for a limited period. A southern facade will be in the sun most of the day.

While oil, gas and electricity heating systems have been favoured methods for heating offices, coal would now appear to be making a comeback after years of seeing the traditional

Wastage reduced by new techniques

coal yard near an office turned into a car park.

The Coalfield Committee Campaign, which is backed by 70 local authorities, have just released a paper - *The Heating of Public Buildings* - demonstrating the benefits and savings of coal use by the experience of Doncaster council.

More than 75 per cent of the council's buildings are heated by coal and there has been an estimated saving of £171,300 in 1983-84.

George Christian, assistant chief engineer, says: "It is generally assumed that solid fuel is less controllable than other fuels. However, in Doncaster we have applied the most sophisticated microprocessor controls to our coal-fired heating plants."

He added: "Over the past

three years we have achieved and maintained in excess of a 20 per cent overall saving on our energy budget, including a reduction of 19 per cent in solid fuel consumption."

New boilers, heat pumps and remote control systems are cutting down the costs, by saving energy, in many established buildings. Targeting has also become important. By introducing targeting, for example, the Greater London Council has achieved cumulative savings of £38 million in school buildings.

Lighting in offices is a prime energy burner, especially where it can account for up to 50 per cent of installed electrical load. Potential savings of electricity for lighting range from 30 per cent to 70 per cent.

An analysis of standard lighting application reveals that most wastage arises when lights are used outside normal working hours, while occupants are away from work stations or while daylight levels are adequate.

Several new techniques have been developed to reduce wastage of this kind. One example is time-based switching on and off of bulk lighting to match the normal working day, with local manual reset to cater for abnormal requirements.

Another is time-based switching off of bulk lighting at regular intervals with reset facilities on each light-fitting, forcing occupants to reassess their need for lighting and to turn on individual fittings only if required.

MH

The energy saver



Just watch a tiger move.

Lean, dynamic, powerful, with fast reflexes - yet an efficient saver of energy.

For even with all that power and energy he moves economically.

Our tiger won't take the long road if there's a more direct route. He uses energy sensibly, efficiently and therefore economically. Which is really what energy saving is all about.

We in Esso have been highly successful in improving our overall energy efficiency. And our efforts are increasing as existing programmes are extended and

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Since 1974 we have been the proud sponsors of the Royal Society Energy Award - given each year in recognition of significant advances in energy efficiency technology.

Esso wholeheartedly support the aims of MONERGY '86. Not just because we all need to use energy resources wisely. Nor just because a business uses energy efficiently in order to be more competitive. But simply because it's just plain common sense.



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Probably the best lagger in the world.

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Pilkington makes more insulation products than everyone else in Britain put together.

BIRTHS, MARRIAGES, DEATHS
 (Continued from page 33)
Announcements
 Mr. and Mrs. J. H. Smith announce the birth of a son, James John Smith, born on January 14, 1986, at 10.15 am, weighing 8 lbs 10 oz, 5 ft 10 in, 100 lbs. Mr. and Mrs. J. H. Smith, 10, The Green, London, N.W.1. Tel: 01-234 5678.

THE HEARING AID and the service of the LORD have made even of them Proverbs 29:12.

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Today's television and radio programmes

Edited by Peter Dear
and Peter Daville

BBC 1

- 8.00 **Celebs** After News headlines, weather, travel and sports, a special edition of the *celebs* series, available to viewers with television sets without the teletext facility.
- 8.30 **Breakfast Time** With Frank Goodwin. Weather at 8.55, 7.55, 7.55, 8.55 and 9.55; regional news; weather and traffic at 8.57, 7.57 and 8.57; national and international news at 7.59, 7.59, 8.59, 9.59 and 10.59; sport at 7.59 and 8.59; a review of the morning newspapers at 8.57. Plus, Zoe Brown's teenage report; Glyn Christian with a recipe; and Richard Smith's 'phone-in medical surgery'.
- 9.20 **Celebs** 10.30 **Play School**, presented by Ian Lauchlan, with guest: Chloë Sevigny, 10.50 **Celebs**.
- 12.30 **News After Noon** with Frances Goodwin and Moira Stuart, includes news headlines with weather, 12.55 **Regional News**. The weather details come from Ian McCaskill.
- 1.00 **Pebble M&M** at One with Magnus Magnusson, Josephine Suchan and Paul Cole. (M) *Crawley* begins the first of a series of holidays in Britain, and there is a film from on butterflies, with writer Robin Page. 1.45 **History Today**. A new programme for the very young presented by Chloë Sevigny and Don Spencer. (1.20) **3.55 T.V. Five** television for the young. 4.10 **Super Ted**. 4.15 **Jeopardy**. Bernard Cribbins reads the fourth part of Kenneth Grahame's *The Wind in the Willows* (r). 4.30 **Yessies** 3.1. Science fiction cartoon series.
- 5.00 **Jeopardy** 5.00 **Jeopardy**. 5.05 **Jeopardy**. Peter Duncan joins a clean-up team working on the walls of Blackbrook Reservoir (Coastal).
- 5.35 **First Class**. Video quiz for schools, presented by Debbie Greenwood.
- 6.00 **News** with Sue Lawley and Nicholas Witchell. Weather.
- 6.35 **London Plus**.
- 7.00 **The Pope** presented by Mike Read and Doreen Peach.
- 7.30 **EastEnders**. A newspaper report about Angie's court case causes embarrassment for her and Andy. Sue and Alf think they have found their ideal home; and the Fowlers receive a visit from Michelle's educational welfare worker (Coastal).
- 8.00 **Tomorrow's World**. News of a method to freeze food, a camera that can see in the dark, a blinding machine that converts foreign currency, a new anti-graffiti coating, and a device to hang on the washing line that bleaches at the first hint of rain.
- 8.30 **A Question of Sport**. Bill Beaumont and Emyr Hughes are joined by Annabel Croft, Herod Graham, Steve Jones, and Kenny Sansom (Coastal).
- 8.50 **News** with Julie Somerville and John Humphrys. Weather.
- 9.20 **News** with Julie Somerville and John Humphrys. Weather. Bless appropriate Blackadder to the post of Lord High Executioner but he is reluctant to chop off anyone's heads. Panic ensues when the Queen demands to see some of the victims of the axe.
- 9.55 **Question Time**. Sir Robin Day's panel consists of Harriet Harman, Labour's spokesman on social services, Des Wilson, president-elect of the Liberal Party, Donald Treloar, editor of *The Observer*, and defence minister, Norman Lamont.
- 10.55 **Great Experiments**. William Henry Fox-Talbot's discovery that led to modern photography (r).
- 11.20 **Maestro**. The boxer, Tommy Farr who fought the legendary Joe Louis in Madison Square Garden in 1937 (r).
- 11.50 **Weather**.

TV-am

- 6.15 **Good Morning Britain** presented by Anne Diamond and Nick Owen. News with Gordon Howson at 6.17, 6.30, 7.00, 7.30, 8.00, 8.30 and 9.00; sport at 8.50 and 9.17; sport at 8.55 and 9.34; regional report at 7.15; Moya Doherty's reunions at 8.45; Claire Rayner and Clare del Poche discuss post-natal depression at 9.04 and 9.22.
- 9.25 **Theme news headlines**.
- 9.50 **For Schools** the evolution of the telephone. Adventure to read with Bill Oddie 9.54. Homes for plants, animals and humans 10.11 Part two of the story of Robinson Crusoe 10.12 The story of a girl suffering from anorexia 11.03 Learning about the way of life of prehistoric man through their wall drawings 11.20 A double 18th birthday celebration 11.37 How we used to live.
- 12.00 **The Giddy Game Show**, with Bernard Bresslaw, Bill Fraser and Redvers Kyle 12.10. Puddle Lane. Puppet series with Neil Innes (r) 12.30 **The Sunburnt**.
- 1.00 **News at One** with Leonard Parfitt 1.20 **Thames news** 1.30 **Falcon Crest**.
- 2.25 **Home Cookery Club**. The recipe for Egg n' Vegetable Sauce 2.30 **Thames news**. Sarah Kennedy chairs a studio discussion on a matter of topical importance.
- 3.00 **Gems**. Drama serial set in the Covent Garden workshops of a fashion design company 3.25 **Thames news** headlines 3.30 **Sons and Daughters**.
- 4.00 **The Giddy Game Show**. A repeat of the programme shown at noon 4.10 **The Tiddlers**. Cartoon series 4.15 **Jeopardy**. 4.20 **Jeopardy**. 4.25 **Jeopardy**. 4.30 **Jeopardy**. 4.35 **Jeopardy**. 4.40 **Jeopardy**. 4.45 **Jeopardy**. 4.50 **Jeopardy**. 4.55 **Jeopardy**. 5.00 **Jeopardy**. 5.05 **Jeopardy**. 5.10 **Jeopardy**. 5.15 **Jeopardy**. 5.20 **Jeopardy**. 5.25 **Jeopardy**. 5.30 **Jeopardy**. 5.35 **Jeopardy**. 5.40 **Jeopardy**. 5.45 **Jeopardy**. 5.50 **Jeopardy**. 5.55 **Jeopardy**. 6.00 **Jeopardy**. 6.05 **Jeopardy**. 6.10 **Jeopardy**. 6.15 **Jeopardy**. 6.20 **Jeopardy**. 6.25 **Jeopardy**. 6.30 **Jeopardy**. 6.35 **Jeopardy**. 6.40 **Jeopardy**. 6.45 **Jeopardy**. 6.50 **Jeopardy**. 6.55 **Jeopardy**. 7.00 **Jeopardy**. 7.05 **Jeopardy**. 7.10 **Jeopardy**. 7.15 **Jeopardy**. 7.20 **Jeopardy**. 7.25 **Jeopardy**. 7.30 **Jeopardy**. 7.35 **Jeopardy**. 7.40 **Jeopardy**. 7.45 **Jeopardy**. 7.50 **Jeopardy**. 7.55 **Jeopardy**. 8.00 **Jeopardy**. 8.05 **Jeopardy**. 8.10 **Jeopardy**. 8.15 **Jeopardy**. 8.20 **Jeopardy**. 8.25 **Jeopardy**. 8.30 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GENERAL APPOINTMENTS

January 16, 1986

I hope that senior executives applying for posts advertised on these pages receive more opportunities for job training in future than they have had in the past - and that they will take them. My wish is more than a matter of personal success for them: it is linked with my concern - our concern - for renewed national prosperity.

In times of great technological and economic change there is a direct relationship between the practice of continuing professional education and the competitiveness of industry and commerce. The evidence is clear and growing.

Take, for example, the findings of *Competence and Competition*, the report published by the National Economic Development Council and the Manpower Services Commission, which looked at the three overseas economies we find most difficult to compete against - the United States, Japan and West Germany.

This showed that the UK is investing in adult training, retraining and updating at only a fraction of what these countries have considered to be the norm for some years.

It also points to a strong association between successful business performance and a positive commitment to both initial and continuing education for jobs.

These competitors clearly believe that updating people in their skills and knowledge, as well as updating processes and equipment, is good for business, and they invest in this crucial linkage.

This is not the case with us. Many informed observers believe our framework for industrial and commercial training, both in education and at work, is not geared to compete with the rapid transfer of advanced technologies between countries.

The point is supplemented by findings in a recent research study entitled *Adult Training in Britain*, conducted by IFF Research. This reported that the UK workforce as a whole receives about 14 hours of the-job training a year compared with 30 to 40 hours considered to be good practice in West Germany.

The same research found that high-performing businesses are twice as likely to train employees as are low-performing companies and that the high performers train at least twice as many of their staff as the low performers.

The successful businesses studied were found to have increased their training investment by 25 per cent during the past five years, while their relatively unsuccessful counterparts have reduced theirs by 20 per cent.

Although British employers have, in general, the right attitudes

Education Secretary Sir Keith Joseph pins his hopes for a prosperous Britain on jobs which incorporate professional training



towards training, as this same research shows, too few translate these thoughts into action.

About a quarter of the firms in the IFF study had provided little or no recent training for their staff and the average investment in this vital area was well below 1 per cent of turnover.

How can this situation be turned around? In the first place the initiative must rest with employers. But clearly there is a role for others - the trade unions, professional associations, educational institutions and private training organizations.

For its part the Government can serve as a catalyst in encouraging new attitudes towards work and

wealth creation and in pump-priming suitably promising developments.

Central to these efforts is the world of education, most particularly the part our network of local colleges, polytechnics and universities can play in meeting the present and anticipated needs of employers.

To mobilize the facilities and expertise of these institutions, the Department of Education and Science with the Welsh Office has been promoting the PICKUP programme since 1982.

PICKUP stands for Professional, Industrial and Commercial Updating. It is the umbrella title for a collection of activities directed at extending the work universities,

polytechnics and local colleges do in meeting the mid-career updating needs of employees - in all occupations and at all levels.

From modest beginnings, PICKUP has extended its influence to many aspects of education and training, including curriculum development, in-service training and course marketing.

Meeting the learning needs of mature students - employees who have a great deal of existing knowledge and experience of work - requires the development of new and flexible teaching methods. To this end, the programme has commissioned more than 50 course developments, aiming to provide updating in occupations from engineering and design to travel and tourism.

Lecturers need help in keeping up to date with their subject specialism and new teaching methods. For this, £1.4 million has been set aside this year to fund in-service teacher updating projects.

Tutors and lecturers also need to learn new skills in marketing courses to potential clients in industry, commerce and the professions. To help them enter this unfamiliar territory, a specially designed audio-visual learning pack, *Marketing PICKUP*, was launched this summer.

It is being followed up by a series of staff development workshops

throughout the country during the coming months and this combination should result in colleges developing a clearer picture of local market needs and their own business plans than has previously been the case.

To help local education authorities and universities foster the growth of updating provision, extra funds have been allocated to allow them to appoint PICKUP co-ordinators and to set up units which allow employers access to a single and efficient contact point when seeking to solve their updating needs.

Three other initiatives are worth mentioning. These are the creation of a PICKUP electronic directory of updating courses available throughout the country. This has more than 4,000 entries and is still rising.

Another aid to improved communication between the world of education and that of employment is the recently established PICKUP Industrial Secondment Scheme.

In the coming months, this will seek to gather details of secondment places in industry, commerce and the professions and to match these opportunities with the demand for places from lecturers in further and higher education.

Lastly with the MSC, the Depart-

ment of Education and Science has been funding a series of local collaborative projects to help employers define and tackle employees' skill needs in local partnership with colleges, polytechnics, universities and training agencies.

Already some 25 major projects and about 180 smaller ones are under way. Each involves a substantial investment from employers willing to put their own money and resources into the future skills and knowledge of their workforce.

These are some of the ways in which the education service is trying to surmount the challenge of keeping Britain's workforce up to date. Employers and employees are essential and active partners in this process. Fortunately, an increasing number are beginning to see job training and updating as an investment and not as a dispensable cost.

One important question which applicants for posts on these pages should be asking their prospective employers is: "Does your firm positively encourage staff to go back to college to keep in front of the technologies and markets you compete in?"

You should be seeking out this asset which too few of us have cared for previously. It will increase your job prospects - and those of the whole economy.

Advertising ☎ 01-278 9161/5 Enquiries

GENERAL MANAGER/ ASSISTANT TO MANAGING DIRECTOR

A challenging opportunity arises within an independent hotel group for a person of exceptional ability to manage a three star prestige hotel plus responsibility for the smooth running of two other hotels within the group. The owning company operates on extremely competitive pricing policy offering four star prices attracting very high customer volumes.

Management of this established pattern calls for a manager of outstanding and proven ability. Such a person must have a decisive and determined manner capable of creating and motivating a management team to maintain and enhance the high standard of quality and service required in our hotel.

The Hotel where the person will be based is about to start on a very ambitious £1.5 million expansion plan which includes total refurbishment of the Hotel, 30 additional bedrooms and a leisure centre. Administration of these requires a person with a high degree of diplomacy and understanding but above all the ability to administer and effectively communicate with the staff. In return a high remuneration will be paid together with an opportunity to join a profit related bonus scheme plus other benefits.

The position would suit someone aged 30-40 years of age who has ambition drive and a willingness to succeed.

Apply in writing with full CV and recent photograph in confidence to
A. R. Hiscox (Managing Director) H. T. Transport (Westbury) Ltd, Link Rd, West Wilts Trading Est., Westbury, Wilts BA13 4JB.

ARE YOU A MARKETING CONSULTANT- AMBITIOUS TO BECOME A MANAGING DIRECTOR?

TACK TRAINING INTERNATIONAL, world-wide leaders in marketing and sales training, are forming a Marketing Consultancy Division. We need a super person to control it.

This is a great opportunity to build a business backed by the full resources of the TACK Organisation. If you can prove that you have carried out assignments successfully, and can build, train, and motivate a team of consultants, then YOU could be the managing director we are seeking.

Write giving full CV, progressive salaries, and telephone number to:

ALFRED TACK,
The TACK Organisation, Tack House,
Longmoore Street,
London SW1V 1JJ. **TACK**

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Circa £28k + BMW Car & Profit Share London Advertising Agency

Responsible for all the administrative functions and resources of a dynamic and rapidly expanding major advertising agency, you will control a budget of £1 million and a department of 13 people.

Within a particularly fast moving and pressurised environment you will need to be able to demonstrate highly developed skills in most of the following areas:

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- Property Management
- OSRP & HASAW Acts
- Budgetary Control
- Fleet Car Management

It is likely that you will be aged between 34 and 40, having spent 10 to 15 years in a similar support services management role with a medium or large size company. You may have achieved membership of the IAM or IPS.

Although initially the position is of Associate Director level, it is expected that a "real performer" would be invited to join the main board within the next few years.

If you meet the criteria for this important appointment, live within easy commuting distance of central London and want a real challenge, then please write with a full cv to:



Peter Maskrey
G.E. Heath & Co (Advisory Services) Ltd
169 Kings Road, Reading, Berks, RG1 4EY

G.E. Heath & Co
(Advisory Services) Limited

COMPANY SECRETARY

(CITY OF LONDON)

£18,000 plus benefits

We are an established Insurance Company underwriting a specialised category of pecuniary loss business.

The candidate we are seeking will be required to assume responsibility for the corporate and financial ramifications of the Company reporting directly to the Chief Executive. Accountancy or legal background, with appropriate professional qualifications, is essential. The preferred age is late 20's/early 30's.

The scope of this senior appointment will also embrace other wide ranges of interesting duties. We are envisaging that the further prospects will be exceptionally attractive in the short/medium term for a candidate with the ability to become a contributing member of our existing management team.

Reply with full c.v. and recent photo to Box No 1287 W The Times.

Sales Career Opportunity in Fleet Street

Britain's largest selling newspapers, *The Sun*, *The News of the World*, plus the biggest colour supplement *SUNDAY*, have a vacancy in the Advertisement Department.

If you are in your twenties and looking for a challenging career selling advertising space to advertising agencies and clients at a senior level, then this could be an opportunity worth investigating.

Applicants should possess an arresting personality and be able to convince us of their need to develop their own sales abilities within an competitive environment.

A progressive career with one of Britain's most exciting newspaper groups and a generous salary scale await the successful applicants.

If you wish to take the first step toward joining this exciting team, then call:

Bill Goody, Administrative Advertisement Manager,
NEWS GROUP NEWSPAPERS LTD,
30 Boulevard Street, London, EC4. 01-353 4535

Exciting Opportunities in Market Research Agency

Our client is an established, London-based Market Research Agency with a high reputation for the quality of its research survey work over a wide range of manufacturing and services industries. To strengthen its management team and to facilitate growth and expansion, the Agency now intends to make two senior appointments.

Associate Director c. £22,000 + Car

This position will be ideally suited to an experienced research executive who is capable of planning and implementing all stages of a research survey and also has the calibre to manage a team of executives plus the ambition to develop business among existing and potential clients. He or she will discover that success will be well rewarded. The basic salary is negotiable around £22,000 p.a. A company car and other competitive benefits will be provided. Ref. No. CR1067

Candidates for both these positions should have experience of working in a market research agency and knowledge of markets other than consumer packaged goods would also be appropriate. These are vitally important appointments which offer outstanding opportunities for progress and reward.

Applications, quoting the appropriate reference number, are invited, in strictest confidence, to L.H. Owens or Kate Dann, Hughes Owens & Hewitt Ltd, Executive Recruitment Consultants, 32 Savile Row, London W1X 1AG (Tel. No. 01-437 7559). No information will be passed to our client without the applicant's prior permission.

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HUGHES OWENS & HEWITT

DHSS offers...

Challenging work as an **EXECUTIVE OFFICER** in a local office of the **DEPARTMENT OF HEALTH AND SOCIAL SECURITY**.

There are many types of duties which you might perform. Some involve supervising a small team of staff whilst others consist of projects of a specialised nature. More often than not this means direct contact with members of the public.

Locations: Offices in the London pay area administered by London South Region.

Salary: For example at age 20 (in inner London) you will earn £7,500 rising to £10,500 by career progression. Promotion prospects for Higher Executive Officer and beyond are good in DHSS London office.

Hours: You will work a 5 day week of 41 hours (including meal breaks). All offices operate a system of flexible working giving you the opportunity to work the hours that suit you best.

Holidays: Starting at 22 days a year plus an additional 10 days public and privilege leave.

TO BE ELIGIBLE TO APPLY YOU MUST:

- Be aged between 17½ and 45 years.
- Possess 5 GCE Passes of which at least 2 must be at 'A' level. A pass in English Language is mandatory. Equivalent qualifications are also acceptable eg a University degree, ONC, HNC etc.

CLOSING DATE FOR COMPLETED APPLICATION FORMS 31 JANUARY 1986

For further information and application form please contact:-

Miss L. Thomas,
DHSS, Sutherland House,
29/37 Brighton Road,
Sutton, Surrey SM2 5AN
Telephone No. 01-642 6022 Ext 321

Please send an application form to:-
Name _____
Address _____

PPP MEDICAL CENTRE

Administration Manager C £12,500

Private Patients Plan is a market leader in the field of Medical Insurance. The Medical Centre is a subsidiary operating currently from three sites and is administered from the original centre in New Cavendish Street.

We are currently seeking an administration professional to be responsible for the day to day administrative functions of the centre including accounting, medical secretarial, maintenance and refurbishment, office services, etc.

Reporting to the General Manager of the Centre, the successful candidate will be able to demonstrate supervisory skills established during at least five years in an administrative supervisory role. Preference will be given to candidates with an accounts qualification (finalist) or similar and broad experience of office systems gained in a commercial environment. Some experience in the medical sector would be preferred.

An excellent benefits package includes free private health cover, mortgage subsidy, generous holiday entitlement, contributory pension and free life assurance scheme.

Please reply enclosing comprehensive C.V. and stating present salary to Pauline Wyatt-Ingram, Personnel Officer.



Private Patients Plan
Sutherland House, Grosvenor Road, Tunbridge Wells Kent TN11 3PL
Telephone: Tunbridge Wells 40111

BBC APPOINTMENTS

POLITICAL CORRESPONDENT WALES

Cardiff
£16,117 - £20,034 p.a.
Plus allowance of £371 p.a.
(2 year contract)

This is a key post involving reporting, interviewing for and contributing to BBC Wales' English Language TV and Radio News and Current Affairs programmes and network outlets.

You will be expected to maintain close political and governmental contacts, as well as close liaison with the BBC's Westminster staff, where you would hold BBC Wales Parliamentary Lobby accreditation.

In addition to considerable broadcast or print journalism experience and broad political knowledge (especially in Wales), we look for the highest standards in reporting, interviewing and analysis. Good microphone voice and screen presence. Knowledge of Welsh not required. You will be expected to spend up to 3 days a week in Westminster. (Ref. 6570/7)

REPORTER

Radio Bristol
£8,520 - £10,125
Plus allowance of £269 p.a.

If you are a young, ambitious reporter with at least 3 years' journalistic experience, this vacancy may interest you.

The work is primarily reporting, interviewing, bulletin writing and news reading. You should have a good microphone voice and a current driving licence. (Ref. 9023/7)

We are an equal opportunities employer

*Relocation expenses considered for permanent post.
Contact us immediately for application form (quote ref. and enclose a.s.a.) BBC Appointments, London W1A 1AA. Tel. 01-627 5799.

GENERAL APPOINTMENTS Trade 01-278 9161/5

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You are a graduate, probably aged between 24 and 27, offering commercially oriented experience of personnel which includes some involvement in graduate level recruitment. Undoubtedly you are an achiever who possesses style, flair and personal presence.

Arthur Andersen & Co., one of the largest international firms of accountants, employing over 1,600 staff in the UK, enjoys an enviable reputation for quality — especially the quality of its people. Thus the recruitment process is seen to be a key activity. Each year Arthur Andersen & Co. recruits a large number of graduates who undertake audit responsibilities while qualifying for professional qualifications. Your challenge will be to manage a part of the audit trainee recruitment programme and to participate in the selection of candidates. You will be expected to demonstrate those qualities which you will seek in candidates — intellectual ability, motivation and commitment, for example. An enthusiasm for recruitment and a willingness to travel are essential.

The opportunity offers a stimulating, challenging role, genuine prospects of rapid career progression and exceptional rewards.

Write or telephone, in confidence, Nicolas Mabin, Regional Manager, quoting reference: LG1905



Management Personnel

Recruitment Selection & Search
2 Swallow Place, London W1R 7AA Telephone: 01-408 1694 (out of hours) 01-833 2728

ASSISTANT EDITOR

Standard Chartered Bank is one of Britain's major international banks, with gross assets exceeding £26,000 million and more than 2,000 offices in over 60 countries. The Bank's Economic Department, which is located in our Group Headquarters in the City, wishes to appoint an Assistant Editor for Standard Chartered Review, a monthly journal which covers economic, financial and political developments in the many countries where the Group operates.

The duties connected with this important post will include editing and updating contributed material, researching and writing short articles, marking up copy, proof-reading, picture research, preparing statistical tables and graphs and, in general,

helping to oversee all stages of the magazine's production from initial receipt of copy to arranging distribution and dealing with accounts.

Applications are invited from candidates, aged 25-35, who have an informed interest in economic and current affairs as well as good all-round experience of working in a busy editorial office. Salary, including London Allowance, will be c.£12,000, according to experience, plus the usual generous banking benefits.

Please apply with a comprehensive c.v. to: Peter Barnes, Recruitment Officer, U.K. Personnel Services, Standard Chartered Bank, 38 Bishopsgate, LONDON EC2N 4DE.

Standard Chartered

COMPUTER SALES

Junior Sales OTE £20K + car

A number of career opportunities exist for well educated people with previous Sales Support or minimal micro sales experience who wish to pursue a career in computer sales for clients in North London, the City or CPO/DON. If you are also a part qualified accountant and under 30 you would be ideal.

IBM Leasing OTE £45K + car

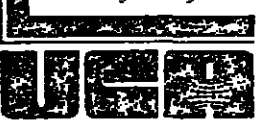
Have you considered using your existing IBM mini/mainframe (or DEC Mini) experience within the world of leasing? The ability to put deals together is as exciting and satisfactory as selling the systems themselves. A good knowledge of leasing without IBM experience is also acceptable. Note your earnings can go to six figures.

DBMS Sales OTE £40K + car

One of the best names in Relational DBMS software package manufacturing, with offices worldwide, requires an experienced articulate sales person for LONDON who can sell into the mainframe/large mini environment. There is enormous sales potential as their products are portable across virtually all computers.

Micro Sales OTE £30K + BMW

One of the most successful franchises in the world, with branches in Gt London, is looking to expand its Business Centres by recruiting sales staff with two or more years successful business systems sales experience. A highly qualified support team at each Branch makes your selling job that much easier. Top grade company benefits.



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Trafalgar House, Grenville Place, London, NW7 3SA
Telephone: 01-959 1198/3611

Please telephone
Michael Popper or
Paul Lewis on 01-959 201
after hours and on
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TVHS Thames Valley Housing Society Limited

FINANCE CONTROLLER (c.£16,500)

This is a key position in our Corporate Management Team to be responsible for the accountancy work of the Society and financial control at all levels.

TVHS is an expanding housing association providing a diversified range of housing options. By 1987, we shall be managing 1,700 properties in W. London, Surrey and Hampshire, both rental and leasehold. We are also using Right to Buy and other funds for privately financed projects.

We are looking for a qualified ACA, IPFA, ICMA or ACCA with good management abilities and experience. A higher remuneration package may be considered for applicants with suitable housing association experience.

For further details and an applications form contact:-

John Cross, Deputy Director, Thames Valley Housing Society Limited, 1 King Street, Twickenham. Tel: 01-891 0202.

Closing date: 7th February, 1986

GENERAL PRACTITIONER

BAHRAIN TAX FREE SALARY

Our client wishes to recruit urgently, a General Practitioner to assume responsibility for the medical care of the 400 mixed nationality operations and maintenance personnel engaged on an Ammonia/Methanol plant in Bahrain.

The ideal applicant will be experienced in industrial medicine, have recently been responsible for a site medical centre on a petrochemical plant and have work experience in the Gulf area.

A 12 month renewable contract on married status will be offered, together with an attractive tax free salary, free furnished accommodation, local living allowance and paid return fares to the United Kingdom.

Client interviews will be held in London in January 1986, so please URGENTLY send a comprehensive resume, photograph and contact telephone number, to Don McIntosh, Lansdowne International Services Limited, 37 Golden Square, London W1R 4AL.

CAREER OPPORTUNITY

Salary Package Range:
£9,000-£12,000 pa

We are looking for a quick thinking, exceptional person to work as a vital member of a successful, happy and tightly-knit team. Full training and support will be given but you must be essentially a self-starter.

You should be a good judge of people, have the confidence to project your personality in a marketing role and be a competent administrator.

You will need the mental agility to cope with a wide variety of tasks, and will have the opportunity to become really involved at a senior level as the company grows.

Applications are invited from candidates age 21-30 with at least 2 'A' levels, who have previously held both a secretarial and an executive job.

Please apply with full Curriculum Vitae and a contact telephone before January 31st.

Box No 1397 N The Times

Sarah Hodge

BACK TO THE FUTURE

If, with the New Year upon us, you find yourself re-assessing your career path, looking to what the future holds for you . . .

LOOK NO FURTHER!

We at Sarah Hodge Ltd require an experienced Recruitment Consultant with enthusiasm, ambition and drive to join our expanding team in our quest for excellence and success.

If you have a real desire to build a career that offers scope, diversity and personal satisfaction together with great financial reward we have a future for you.

Call Gail Buckley immediately for more information on 491 7638.

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Bristol ☎ 0272 277315
30 Baldwin Street.

Edinburgh ☎ 031-226 5680
47a George Street.

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Ability to interpret financial statements of a company, the complexities of corporate finance, international trade and contractual relationships, with communication skills (incl. correspondence) are, inter alia, all essential features for an interesting, and potentially rewarding, career. Candidates, late 20's/early 30's with appropriate qualifications and/or graduates of relevant disciplines, will, either directly or indirectly, be conversant with our activities and the principles which are entailed. Applications with c.v.'s, appropriate to the requirements stated above, should be addressed to: Managing Director, Credit and Guarantee Insurance Company Limited, Colonial House, Mincing Lane, London EC3R 7PN.

DIRECTOR

Salary £33,006 pa incl.

The Council of Governors invites applications for the post of Director vacant from 1st May, 1986.

This post in a dynamic London Polytechnic offers a challenge to a woman or man with experience in Education, Public Service, Industry or Commerce within the U.K. or abroad.

Additionally, as a result of external promotion of the Deputy Director, the new Director will be involved in the appointment of the Deputy.

Assistance can be provided with re-location expenses. Further particulars and application details are available to individual applicants, or on behalf of applicants, from Professor W.G. Overend, Chairman of the Council, c/o Head of Personnel, South Bank Polytechnic, Borough Road, London SE1 0AA, England.

Closing date for application: 21st February, 1986.

An Equal Opportunities Employer.

South Bank Polytechnic
Teaching for tomorrow
in the heart of London

Director of Planning & Design

Salary indicator £28,000+

The London Docklands Development Corporation is making significant headway in its prime task of regenerating 8 square miles of London Docklands. The Corporation is about to enter a new phase of creativity and rapid development.

A central aspect of the Corporation's work is securing an advanced standard of Planning and Design in the developments which it supports and stimulates.

The Corporation is therefore seeking applicants for the position of Director of Planning and Design who, as a member of the Corporation's top management team, will help shape the policies and programmes of the most unique and exciting regeneration project in Western Europe. The post carries the responsibility for securing the highest standards of design in developments on the Corporation's own land, through creative planning control, conservation and environmental design.

The Corporation is the catalyst of new enterprise; it works closely with the private sector and its organic and flexible style of working reflects this; it allows creatively

ambitious individuals to fully articulate their professional visions and preferences in an innovative partnership.

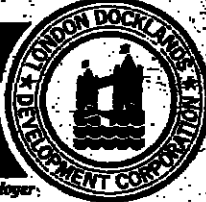
Applicants will need to demonstrate the highest level of creative achievement in their professional field with emphasis on urban design, creative urban renewal and the securing of the highest standards of commercial development. They should also be able to demonstrate a track record of achieving significant results in difficult circumstances and in a short time frame.

The terms of the appointment are negotiable. It can be a permanent appointment, a fixed term contract or through a secondment from the private sector.

Please write to me, Reg Ward, Chief Executive, London Docklands Development Corporation, Dockmaster's House, West India Dock Road, London E14 4U, enclosing a Curriculum Vitae indicating the exceptional contribution you believe you could make to the Corporation's task.

We intend to start interviewing end of February.

THE EXCEPTIONAL PLACE
THE EXCEPTIONAL OPPORTUNITY



An equal opportunity employer.

MID GLAMORGAN HEALTH AUTHORITY UNIT GENERAL MANAGERS

The Authority, the largest in Wales, serves a population of 536,000 and has a revenue budget of £110m and a Capital budget of around £4m.

The Authority now wishes to appoint Unit General Managers who will have personal responsibility for the performance of the Units including the utilisation of resources and quality of services provided.

Applicants will need to offer demonstrable records of achievement within the NHS or in large, complex multi functional organisations.

The District will have the following Units:

	Budget	Approx. Salary Range
1. Ogwr - Acute Services based on the new Princess of Wales Hospital, Bridgend	£19.5m	£20,500-£23,800
2. Mental Illness - based on Parc & Glanhyd/Penyllyn Hospital, Bridgend	£14.3m	£19,000-£23,000
3. Taff Ely - Acute Services based on East Glamorgan General Hospital near Pontypridd	£18.9m	£20,500-£23,800
4. Rhondda - Partly Acute Services based on Llantrisant Hospital	£7.8m	£18,000-£19,500
5. Merthyr/Cynon - Acute Services based on Prince Charles Hospital, Merthyr Tydfil	£22m	£24,000-£27,000
6. Rhymney Valley - Mainly Acute Services based on Caerphilly Miners District Hospital	£8.4m	£18,500-£20,500
7. Mental Handicap Unit - based on Hensol Hospital, Nr Llantrisant	£5.4m	£19,000-£23,000

The Authority also wishes to appoint an Assistant District General Manager to assist the District General Manager and to be responsible for specific spheres of activity. The post will be based in the Authority's District Headquarters and will particularly appeal to candidates with clear DGM potential.

8. Assistant District General Manager Salary: circa £23,000

Clinicians will be remunerated in accordance with WHO(85)14 and WHO(85)47. For non NHS candidates the salary will be negotiable. All salaries quoted are illustrative and interim.

Contracts will be offered for a fixed term of three or five years renewable by mutual agreement. Informal enquiries may be made to George Boulton, District General Manager, on (0222) 399771.

An information package and application details are available from the Assistant District Personnel Officer, 18 Cathedral Road, Cardiff, tel. (0222) 399771 ext. 221. Closing date for receipt of applications: 10th February 1986.

Mid Glamorgan Health Authority

Somerset Health Authority UNIT GENERAL MANAGERS

Somerset is currently implementing a progressive programme of change involving major developments both in capital and service terms which requires the highest level of management ability. The introduction of the general management function has created four posts which will provide challenging opportunities for high calibre managers from within the National Health Service or elsewhere.

UNIT	BUDGET	BEDS	STAFF
West Somerset Acute and Community Services (Taunton) Salary £21,602-£27,600 (Involves major redevelopment of acute services in Taunton)	£25.0m.	1184	2290w.t.e.
East Somerset Acute and Community Services (Yeovil) Salary £17,440-£23,440 (Consolidation of services in this active unit)	£11.7m.	585	1586w.t.e.
Mental Illness Unit Salary £18,820-£24,820 (Development of a community based mental illness service)	£11.1m.	1084	1110w.t.e.
Mental Handicap Unit Salary £15,740-£21,740 (Involves transfer of mental handicap services to Social Services)	£4.9m.	454	532w.t.e.

Unit General Managers will be accountable to the District General Manager. Appointments will be on fixed term three year contracts renewable by mutual agreement. Salaries may be negotiable within the range shown for external candidates. Clinicians will be remunerated according to HC(85)9.

Informal enquiries will be welcomed by the District General Manager, Mr. Ian Smith, telephone Taunton (0823) 73491 Ext. 225.

Job description, information package and application form available from Barry A. Brown, District Personnel Officer, County Hall, Taunton, telephone Taunton (0823) 73491 Ext. 264.

Closing date for applications: 3rd February 1986.

SOUTH EAST MANAGING

£25,000 + 30% N

The appointment is for a pay of £25,000 - £30,000 per annum.

employee started as a turnover of £1m, and has an annual budget of £1.5m.

developing its range of manufacturing products.

You can find details in our brief data.

48 years of training and experience in a general.

Applications should be sent to the CHAIRMAN, c/o Chancery Lane.

BRITISH INSTITUTE OF MANAGEMENT

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GENERAL APPOINTMENTS Trade 01-278 9161/5

Money Market Economist/Journalist

for two new regular market commentaries

Security Pacific Corporation is a Los Angeles-based financial services company with assets of \$50 billion. Its principal subsidiary is Security Pacific National Bank and it has branches in 24 countries around the world.

We need a creative and practical Economist/Journalist who can originate his/her own research and analysis of foreign exchange and capital markets. The successful candidate will make a key contribution to two new reports being published and will also be expected to provide support to the overall marketing effort of the bank.

Reporting to the editor, you will ideally have skills gained from direct practical experience of international financial markets perhaps in a dealing capacity. You must be able to analyse and interpret factors affecting these

markets, in addition some experience of international treasury management will be useful.

You should be able to write fluently and with flair whilst working under the pressure of deadlines. Ideally you are likely to have a degree, or higher degree, in international economics or other relevant qualifications.

Salary will be competitive and based on your experience. The appointment will also attract a full range of banking benefits.

Career details to be sent to:

Patrick J. O'Hara
Vice President
Security Pacific
National Bank
2 Arundel Street
London WC2R 3DF



NIKE (UK) LIMITED FINANCIAL CONTROLLER

Salary: Circa: £20,000

Nike (UK) Limited is an entity within the European network of Nike International and require a Financial Controller for a comprehensive experienced 90+ qualified accountant, currently involved in the commercial world. The involvement will be concerned with the following functions, as well as general accounting: management reporting both to a European administration and the parent company, positive experience with inventory control and data processing, and the provision of an effective service to the sports trade.

The direct responsibility will be to the Managing Director and Chairman of Nike (UK) Limited. An attractive remuneration package, including company car, BUPA and contributory pension scheme is available for the right person, who should apply direct to:

The Personnel Director, Nike (UK) Limited, Coniston House, District 4, Washington Centre, Washington, Tyne and Wear NE38 7RN, including full CV, including current salary, no later than 22 January 1986.

SOUTH EAST ENGLAND MANAGING DIRECTOR

£25,000 + 30% Maximum Bonus, etc.

The appointment is for a Subsidiary Company of a medium-sized private Group with employee shareholdings. The Subsidiary has a turnover in excess of £3m, employs 150, and has an ambitious programme for developing its range of services to modern manufacturing industries.

If you can fulfil these requirements, please send us brief details. You will be between 38 and 48 years old, with good management training and a proven record of success in a general management role.

Applications in confidence to:

'THE CHAIRMAN', c/o. Gouldens, Solicitors, 118 Chancery Lane, London, WC2A 1JJ.

BRITISH INSTITUTE OF MANAGEMENT CORBY

Head of Programme Services

The British Institute of Management has an extensive programme of courses and conferences, organised on both a public and in-company basis. We need an experienced conference administrator, preferably with a degree in a business discipline to take responsibility for the cost control and administrative services of the Institute's courses programme. The post is based in Corby, Northants, although travel to course venues, mainly in London, is required.

Starting salary to £10,500 depending on qualifications and experience.

Please send CV or telephone for an application form to:

BIM
British Institute of Management
Head of Personnel,
British Institute of Management,
Management House,
Cottingham Road,
Corby, Northants, NN17 1TT
Tel: (0536) 204222

SALES ASSISTANT

A sales assistant is required immediately aged 20-25 to work in a small Mayfair shop selling country/shooting clothes and accessories. Previous experience in selling preferred, but not essential. Highest references necessary. Salary commensurate with experience. Please apply to Mrs. Brownstein. Telephone: 01-499 1801.

UK COMMITTEE FOR UNICEF



UNITED NATIONS CHILDREN'S FUND seeks PRESS ASSISTANT

for busy and exciting Press Office. Previous experience and specialist skills essential. Write with CV to Press Office, UK Committee for UNICEF, 25 Lincoln's Inn Fields, London WC2A 3BS (01-406 5552) by 31 January.

£2,500,000,000

BEHIND YOUR NEW CAREER

We require: Ambitious, competitive, hardworking people to advise the private sector on our wide range of financial services. Full training and management opportunities for successful applicants. Performance related profits. £2,500 (neg) on regulated earnings scheme.

FOR FURTHER DETAILS TELEPHONE: 01 837 0823

TONBRIDGE & MALLING BOROUGH COUNCIL HOUSING AND ESTATES DIRECTOR

CHIEF OFFICER'S SCALE
£19,020-£20,928 per annum,
plus CAR ALLOWANCE

This new CHIEF OFFICER post is advertised as a result of re-arrangement of the management of the Council's Housing and Property Services. The successful applicant will be a member of the Corporate Management Team, and will be responsible for the overall direction and strategy of Housing and Land Management Services, the management of the Council's housing stock and for the management and control of other Council corporate property.

An appropriate professional qualification will be a distinct advantage, but the Council is primarily looking for an energetic and experienced Manager, able to communicate and innovate, and lead a new Department forward in the assimilation of new functions, as well as provide sound advice on Strategies, the use of Resources, and the implementation of the Investment Programme.

Excellent conditions of service are offered, including a Lump Sum Car Allowance and Relocation Expenses of up to £3,500 plus VAT. The Borough is situated in a pleasant part of Kent, within easy reach of London and the South Coast.

Further details and application forms are available from the Chief Executive at the Tonbridge & Malling Borough Council offices, The Air Station, West Malling, Maidstone, Kent, ME19 6LZ, CLEARLY MARKING ENVELOPE "Housing and Estates Director": APPT/913 or by telephoning WEST MALLING 844522 ext. 259.

Closing date: 7th February, 1986.

TIMOTHY SHELLARD
CHIEF EXECUTIVE

THE TIMES EDUCATIONAL SUPPLEMENT

Due to maternity leave a temporary position (possibly for one year) has arisen for an

ADVERTISEMENT SALES EXECUTIVE

Ideally the successful applicant will be aged between 25 to 35, an enthusiastic self-motivated person with proven sales experience although this need not be in the field of media advertising. A high standard of education is also required. As the position entails meeting people at senior level a professionalism in communicative skills is essential.

Salary will be commensurate with age and experience and a company car will be provided. Although initially the job is temporary there is a possibility it could become permanent.

Please write at the earliest opportunity to:

John Ladbroke
Advertisement Manager
The Times Educational Supplement
Priory House, St John's Lane
London EC1M 4BX

ASSISTANT ADMINISTRATOR

For small charity with offices in Kensington, providing housing for elderly ladies, with prospect of succeeding the present Administrator on her retirement.

Applicants, who should be sympathetic to the needs of the elderly, must be able to assume responsibility for the running of the houses belonging to the charity (including employment of staff and upkeep of buildings) and should be conversant with Deeds of Covenant, PAYE/SSP and essential book-keeping. It would be an advantage to have had experience of dealing with local authorities and Government Departments (specifically D of E, Housing Corporation and DHSS).

Remuneration to be negotiated (not less than £11,000 p.a.)

Please write to: Box No. 2832G The Times.

DELIVERANCE

Frustrated and disappointed with Management promises? Unfamiliar with current policies and responsibilities? Despondent about your future prospects and ambitions?

A rare opportunity has arisen for you to join a unique company which is giving you the unprecedented chance to run and take part in directing the company.

We are not only offering one of the highest levels of commission available, but you will also be allowed a free hand in recruiting and managing your own team of consultants.

There are a number of director posts available and waiting to be filled, together with a profit sharing scheme making this undoubtedly one of the best offers available anywhere.

The successful candidates will not only have a minimum of 2 years experience in the life and pension industry - should be able to show a past income of at least 180K p.a. - should also be able to motivate others within the insurance industry.

If you think you have the necessary hallmarks of successful leadership do not hesitate to call us on 01-637 3070/71 for a confidential interview.

Can you engineer success in advanced manufacturing technology?

We are the AMT Group, part of the Manufacturing Division of Coopers & Lybrand Associates, the UK's largest and most rapidly expanding firm of financial and management consultants. Further ambitious and self-motivated professional engineers are needed to participate in sustaining our growth and developing our services in AMT in most of our offices, particularly in Birmingham, London and Manchester.

You should have broad experience and professional skills developed from an engineering background in either design or manufacturing. In your late 20's or early 30's, you will have a good academic background and be able to demonstrate an exceptional and rapid record of achievement in your career to date. You will have extensive hands-on experience from inception to implementation in the areas of AMT such as CAD/CAM, FMS, Robotics and Automation.

Probably at a threshold of change in your career you now wish to apply your experience over a wide range of AMT applications. Ready to take part in analysing and diagnosing business and engineering issues, and you will be adept at specifying, developing and implementing appropriate organisational and technical solutions.

If you feel ready for the challenge of joining our dynamic and rapidly expanding organisation, we would like to hear from you. We are offering a highly attractive remuneration package. Relocation need not be a problem as vacancies exist in most areas. Please send a brief career résumé, including your daytime telephone number, quoting Ref T03/6 to Richard Bleasdale, Advanced Manufacturing Technology Group, Coopers & Lybrand Associates, Plumtree Court, London EC4A 4HT.

**Coopers
& Lybrand**

For business committed to growth.

LISTEN TO THE SDG SALES PROPOSITION

Salary £12,000 + unlimited commission + 1.8 Carlton

We are a rapidly growing national sales group, fast establishing ourselves as the leaders in the capital equipment rental sales and leasing market. We service a wide spectrum of users in many different sectors - and our ambitious expansion plans for 1986 in this exciting growth market could include you, as we are looking to increase our UK salesforce by 36 people right now.

If you're aged at least 25 and a self-starter with sales experience, you could well be one of the people we're looking for.

We set high targets for our sales professionals - who combine hard work and a competent approach to develop existing business, generate new accounts

and enjoy excellent rewards.

Our generous remuneration package also includes BUPA and superannuation scheme.

If you have the proven sales ability we seek plus the ambition to succeed in a professional sales role, we'd be very interested to hear from you.

If you have a cv, send it immediately to Mrs Lillian Birchall at Sound Diffusion PLC, Datum House, Davagor Road, Hove, East Sussex BN3 1RZ. If not, telephone 0273 775499 or 779328 for an application form, job description and company profile, which will be sent to you by return of post. Interviews will be held locally.



SDG

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... probably because, as an experienced recruiter, you are already successful and committed to develop that success. So why consider joining Management Personnel?

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- a new office about to open in the City.
- a high calibre team of specialist consultants.
- an unrivalled benefits package which includes a high basic salary, generous bonus scheme and a company car of your choice after a qualifying period, non-contributory pension, life, health & sickness insurance.

Perhaps most important of all, you will be allowed the freedom to develop your career in a mature, supportive atmosphere. Keen to learn more? Then telephone me, Nicolas Mabin, Regional Manager.

Management Personnel

Recruitment Selection & Search

2 Swallow Place, London W1R 7AA.

Telephone: 01-408 1694 (out of hours 01-805 2783)



GENERAL APPOINTMENTS

Trade 01-278 9161/5

Monitor our International Operations Based Cambridge

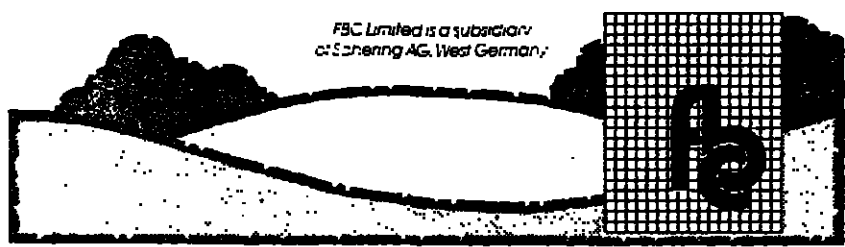
If you are a graduate with either ACMA/ACA and 2 years' post-qualification experience, or experience in one or more functions such as Personnel, R&D, EDP or Sales & Marketing, you could make a career move into an international role in operational control.

FBC is a world market leader in the fields of agrochemical and industrial chemical development, production and marketing, with an annual UK turnover of over £420 million. Schering AG operates on a worldwide basis through five major divisions: pharmaceuticals, agrochemicals, industrial chemicals, fine chemicals and electro-plating, and has a worldwide turnover in excess of DM4 900 million.

Joining the Operational Audit function you will monitor operational controls and procedures across the group, making travel an essential part of the job. You will work in all areas of the company ensuring that targets are properly established, introducing improvements where necessary and measuring performance.

You must be able to show a practical appreciation of business needs and requirements and good interpersonal and communication skills are also essential. These positions are themselves seen as stepping stones into different functions within the organisation after 3-4 years. The salaries are competitive and accompanied by a range of benefits including relocation expenses where appropriate.

Please send full career and salary details to Mr N T Smith, FBC Limited, Hauxton, Cambridge CB2 5HU.



MANAGING DIRECTOR

Market leadership nationally is the base from which sustained profitable growth will be achieved in the short, medium, and long-term. The Company serves the total f.m.c.g. market and the prestigious sectors in particular with a product range of specialised high quality packaging. Financial strength, modern assets, and technical proficiency are in support.

The key task is the profitable direction, management, and control of external performance and internal efficiency based on the vigorous exploitation of the total market. Responsibility is to the Chairman.

A proven record of sustained success in profit centre general management is the prime requirement. Experience will relate to the successful leadership of fast tempo business enterprises in which the direction of the dynamics of change in the market-place and stringent performance standards have contributed to the consistent attainment of demanding profit targets.

Age: probably early 40s. Attractive conditions of service including car provided will be negotiated with the salary indicator being £45,000. Location: Rural North Humberside.

This is a main board appointment in which scope, challenge and opportunity abound.

Letters from suitably qualified men or women should include a detailed curriculum vitae including salary progression to date which will be handled in confidence by Dr. A. G. Roach.

ROACH

A G ROACH & PARTNERS,
MANAGEMENT CONSULTANTS,
433, EDGWARE ROAD, LONDON W2 1TH.

MANAGEMENT TRAINING MORGAN STANLEY INTERNATIONAL

London Subsidiary of Leading Wall Street
Investment Banking Firm
Controllers Department

Career Development Programme for outstanding University graduates

We are searching for a select few who have the intelligence, discipline and initiative to dedicate all of their skills and energy to pursuing a unique career in the international securities industry.

The role of the Controllers' Department is to provide timely and accurate information for monitoring the firm's financial performance and making important business decisions. The department is organised into business unit controllerships which maintain close, daily contact with each of the firm's major trading areas.

Our Programme Offers:

- An outstanding compensation programme. We offer a starting salary significantly above that which most graduates can obtain in other entry level positions. Thereafter we reward staff strictly according to performance and their ability to take on increasingly complex responsibilities.
- A means of establishing a high growth career in a challenging industry. We offer a significant amount of training in both accounting and in the securities industry, plus the opportunity to work with exceptionally talented securities industry and accounting professionals.
- The objective of the three year training programme is to produce professionals with practical accounting skills and the knowledge to use them as a tool to approach business problems.

Requirements:

Individuals selected for this programme will have performed with distinction during their academic careers and be anticipating an excellent university degree. Analytic and numerate skills are essential.

Please send a comprehensive C.V. and a covering letter in which you outline your reasons for applying for this programme.

Mrs. Lynn Hopping
Morgan Stanley International
Commercial Union Building
1 Undershaft
Leadenhall Street
London E.C.3

Jonathan Wren

On behalf of Major City based Merchant and International Banks we seek the following:-

No 1 Marketing - c.£25,000 Plus Full Sales Aid Leasing Benefits Package

Sales Aid Marketing Specialist, aged 29-35 years, to establish a vendor programme operation. Associated technical and back-up skills are essential.

ACA's - UK Taxation Neg £18-£25,000

Graduate ACA's, aged 27-30 years, with experience of corporate taxation, who are keen to utilise their creative financial skills more fully, in an aggressive banking environment. Vacancies exist within a Major US Investment Bank.

Credit Manager £15-£20,000 + Benefits

Proven experience of the medium ticket leasing market, together with the ability to produce in-depth credit proposals and related recommendations.

Operations / Admin Manager Neg £14-£20,000

Sound leasing knowledge is required to oversee existing middle ticket portfolio and sales aid leasing administration. Experience to include systems, documentation, etc.

Sales Aid Leasing Specialists c.£15-£20,000

First class experience gained within a Major office equipment sales aid Company, and proven ability to establish and maintain supplier relationships are pre-requisite qualities for these two new positions.

Please contact Jill Backhouse or Peter Haynes on 01-623 1266.

SYDNEY **Jonathan Wren** HONG KONG
Recruitment Consultants
170 Bishopsgate, London EC2M 4LX. Tel: 01-623 1266

TECHNOLOGY AND MARKET APPRAISAL c£20K

ECOTEC is an expanding research and a consultancy organisation with a major presence in Europe. The company is committed to an exciting programme of work in support of the European Pollution Control Equipment industry by the provision of specialised market intelligence, networking systems, on line data bases and technology appraisals. The programme requires an additional senior member to undertake the direction of projects and assist with business development in relation to:-

- Market and technology appraisal studies in relation to pollution control equipment, and energy management fields
 - Technical advice to firms on pollution control, reclamation and energy saving
- Project appraisal and feasibility studies for public sector initiatives in support of innovation, technology transfer and market development. The candidate will have a sound technological background in engineering or science and an MBA or postgraduate qualification in industrial economics, at least five years of postgraduate experience, good communication skills both written and verbal. Skill in French or German would be an advantage. Salary is negotiable up to £20K. Plus company car, pension scheme and profit sharing scheme. Good prospects for further promotion and equity participation.

Please send detailed c.v. to: F E Joyce, Joint Managing Director, ECOTEC Research and Consulting Ltd., Priory House, 18 Steelhouse Lane, Birmingham B4 6BJ. Telephone: 021 236 9991.

ECOTEC
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Economists CBI

The CBI seeks two bright enthusiastic young professional economists for challenging posts in the Economic Directorate.

The posts are in the Economic Trends Department which conducts the well-known monthly and quarterly surveys on industrial and distributive trends. The department is also responsible for the CBI's forecasts, for the analysis on economic development in the UK and abroad, and for producing a regular Economic Situation Report.

Post No. 1: Senior Econometrician/Forecaster to supervise econometric analysis and be responsible for preparation of CBI forecasts. The job involves development and updating of the CBI own model and technical facilities.

Post No. 2: Junior Economist to work as a member of a team in analysis and briefing of the UK, European and US economies. Numeracy and ability to write clearly and precisely as well as willingness to deal with new topics quickly and accurately are essential.

Both posts will involve briefing and reporting to top level CBI staff and leading businessmen.

Salaries subject to negotiation and dependent on qualifications and experience. Applications should be sent with a full Curriculum Vitae to: C. Raithby-Veal, Confederation of British Industry, Centre Point, 103 New Oxford Street, London WC1A 1DU.

DIRECTOR - LONDON

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Prior to the retirement of the present Director, the Industrial Participation Association wishes to appoint his successor.

Established for over 100 years the Association has a special role in the industrial and commercial life of this country. Membership includes successful companies, large and small as well as leading Trade Unions. Dedicated to employee involvement the Association also seeks to influence Government and EEC legislation.

Applicants must provide identifiable experience of participation policy and practice; will preferably hold a good university degree or a professional qualification, e.g. finance or law; have proven management skills, the ability to think constructively with imagination and to communicate well with other people.

Preferred candidates will already live in or near London and be aged 40/50 years.

Please write enclosing concise CV and salary expectation to:

Sir Richard O'Brien,
Chairman,
IPA, 85 Tooley Street,
London, SE1 2QZ.



Chinese Collections RESEARCH ASSISTANT

to assist in all aspects of these collections within the Department of Oriental Antiquities. This involves documenting the collections dealing with public enquiries, bibliography, helping with indexing the relevant library material and photographic archive; organising temporary exhibitions; assisting in the preparing of general, specialist and educational publications; and giving talks and public lectures.

Candidates must have (or expect to obtain in 1986) a degree in Chinese. They should preferably also have qualifications in, experience of, or interest in, the material culture of China.

Salary: as Curator Grade E £18,155 - £21,630 or Curator Grade F £17,665 - £20,280. Level of appointment and starting salary according to qualifications and experience.

For further details and an application form (to be returned by 6 February 1986) write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: G(6)382.

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Applications invited for new position in Association's Head Office. Deputy General Manager will be responsible for day to day Administration of 13 hostels with over 1,250 beds in London, for people in full time employment and students.

Salary, terms and conditions of employment to be negotiated on personal basis. Benefits include superannuation and Life Insurance Scheme.

Applicants should have sound administrative experience and an interest in the welfare of peoples. Age group 40 to 55 years.

Apply in writing for further information and application form to Mrs F. Hughes, LHA Ltd., Head Office, 54 Eccleston Square, London SW1V 1PG.

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Fashionable French textile company in Sloane St requires a full time experienced bookkeeper/accountant up to trial balance. Salary according to qualifications and experience.

Write with cv and references to: Box 22391, The Times

RECRUITMENT CONSULTANTS

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Accountancy Personnel is the market leader in the specialist recruitment of Accountants and their staff at all levels in commerce, industry and public practice. Committed to sustained growth, we offer sound training leading rapidly into an exceptionally progressive career structure with all promotion from within, providing stimulating and rewarding responsibilities. To join one of our successful professional teams you should be 21-30, self motivated and well educated, ideally (but not essentially) with some accountancy knowledge.

Contact Richard Wallace on 01-834 0489. Accountancy Personnel, 7 Glen House, Stag Place, London, SW1E 5AD.

BUSINESS ANALYST

c.£18,000 pa + Benefits Including Car
Expected Age 28-35

Our client is one of foremost developing Financial Service Groups, marketing a wide range of products in both the corporate and private sectors of the market.

Expansion has been, and continues to be, dynamic, giving rise to a need for a Business Analyst to play a highly visible role in assuring the quality throughout of work.

You will preferably have a good degree, and be able to demonstrate a significant level of achievement in an appropriate service industry. You will be numerate and able to communicate at all levels. Most importantly, however, will be an outgoing personality allied to a high work ethic which will enable you to succeed in this demanding environment, and develop your future career.

Applicants should write in the first instance with full CV to me, Robin Withridge, Consultant to the Group. All enquiries will be handled in strict confidence and your name will not be released until you have been interviewed and agreed to go forward.

Business Development Consultants (International) Ltd
63 Mansell Street, London E1 6AN.



GENERAL APPOINTMENTS

SALES MANAGER UK & EUROPE

Trifid Software, wholly owned by The American Can Company, is growing—and fast. In 1984 we moved into Europe. In 1985, the USA 1986 already promises more massive development.

The successful product that has triggered this expansion is our state-of-the-art, fully integrated total business package using the market leading PICK relational database.

NCVW—a further advance. Through forging strong links with IBM, we can offer the flexibility and power of PICK to IBM mainframe users in the UK and Europe.

In order to maximise the potential of this exciting system we require an outstanding individual to spearhead our sales operation.

The job calls for sales ability, a high degree of IBM familiarity, communications and management skills, plus considerable commercial acumen. The successful applicant will have spent at least five years in an IBM environment and of these, at least two in a customer related role, perhaps selling software and systems specifically developed for the IBM marketplace, perhaps as a mainframe salesman.

On appointment, he or she will have to develop the sales network, relying on their shrewd business sense to identify, appoint and thereafter motivate distributors to sell PICK to IBM mainframe users.

Although based at our Congleton head office, a pleasant location in rural Cheshire, the job will involve considerable travel

OTE c.£37,000
— Cheshire based

throughout the UK and Europe.

We realise that skills of this high order cannot be bought cheaply. We are therefore offering a high basic salary and the incentive to realise first year on target earnings of around £37,000, together with a quality car and considerable fringe benefits including BUPA, and an excellent relocation package. We would emphasise that the opportunities for self development within this dynamic, growing company are considerable.

To apply, please write or telephone for an application form or alternatively, phone John Priestley, our Sales & Marketing Director to discuss the potential and technical aspects of this challenging job TODAY on Congleton (0260) 280601, Trifid Software Limited, Woodside Park, Chelford Road, Congleton, Cheshire, CW12 2LY.

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c.£18,500
Oxfordshire

Our client is the central research and development subsidiary of a large international organisation operating in many parts of the world. Permanent promotion has created the need for these two appointments. The Organisation is situated in an attractive country town.

The Director of Operations and Personnel is part of the four person directorate of the laboratory, the other three being especially scientific programme oriented. He/she will carry responsibility for both the administration and personnel management. Applicants must have a sound personnel management background, ideally complemented by broad ranging administrative experience.

The Personnel Manager Reports to the Director of Operations and manages a full range of personnel services including recruitment of scientists, salary

administration, performance appraisal, training and development and legislative matters relating to employment. Applicants should have experience of most, if not all, of this range of functions. Applicants for both posts should hold a graduate or professional qualification. To obtain comprehensive written background information about both appointments please telephone or send your cv to Peter Nielsen, Governance Search International, 359-361 Euston Road, London NW1 3AW Tel: 01-387 6667. Quoting ref G457.

Grosvenor
International
EXECUTIVE SEARCH & SELECTION

SALES AND MARKETING DIRECTOR SOUTH-EAST

Our client is a leading supplier in it's sector of equipment to the construction industry. The business is well established and has enjoyed consistent growth both in the UK and overseas.

The opportunity provided by new production technology, changing market and distribution conditions has led to the need for this appointment.

Key tasks will be:

- Reviewing the marketing of new and existing products; this includes defining and expanding new markets.
- Reviewing and developing the sales distribution network to meet changing market needs.
- Reviewing, co-ordinating and co-acting the sales structure in support of the current and future sales objectives.
- Ensuring high level contacts with major distributors and agents to help secure the existing business base and create avenues for new sales.

We are looking for an aggressive professional sales manager with a proven track record in directing a national and export sales operation, including the use of progressive growth oriented standards and monitoring systems. He or she should have a level of understanding of marketing, sufficient to be able to define product, resource and direct the marketing support, without necessarily detailed expertise in this discipline.

Likely age group is 35-45. A track record of successfully managing sales through independent distributors would be a valuable asset. An attractive package (including basic salary and bonus) in the order of £25k will be negotiable for the right person. Please write in confidence with detailed C.V. or telephone: Penny Ferguson, SELECTION POINT, 11 Chesham Street, London W1A 2TA. Telephone (01-634) 29444.

Selection
Point

THE BIOCHEMICAL SOCIETY

The Society, whose object is to advance the science of biochemistry, has some 6,500 members in the UK and overseas. It holds regular scientific meetings in the UK, and publishes three scientific journals and operates a distribution service for its own publications and those of other similar bodies.

The Society has a vacancy at its London offices for an

Administrative Assistant

The Administrative Assistant will aid the chief executive in the day to day administration of the Society. Specific areas of responsibility will include secretarial duties, correspondence, personnel matters, office administration, company records, together with specific projects directed by the chief executive.

Some experience in committee/association/society work would obviously be useful. However, more important is the ability to draft in clear concise English and other training, to work reliably with minimum supervision. Salary c. £10,000.

Further details may be obtained from: Mr. Glyn D. Jones, Executive Secretary, The Biochemical Society, 7 Warwick Court, High Holborn, London WC1R 5DP, to whom applications giving full career details should be made by 31 January, 1986.

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Personnel Officer, Christian AID, PO Box No 1, London SW9 6BL. Closing date 10 February

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London c.£17,000 + Car

Our client is also seeking an experienced qualified accountant to take responsibility for financial analysis, forecasting and accounts consolidation for all the business in E/ME/A.

He or she should be aged 29-35, have a record of achievement in an international environment and be systems experienced including use of IBM (PC) etc.

Both these positions carry non-contributive pension/BUPA, etc and applicants should write or call Judith Firth in absolute confidence at:-

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Company Secretary

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London area c.£18,500 + car

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PA

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Hospital Representatives

in S.E. London; N. London/Herts; W. Midlands.

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Successful candidates will justify an above average remuneration package with starting salaries in the range to £15,000 per annum and will be encouraged to develop their careers into senior and executive levels of representation or into sales or marketing management.

A telephone call, please, to advising consultant Dave Mullender on 0284 09300 up to 9 p.m. today or tomorrow (if the line is busy a message may be left on 0727 37474) or a concise c.v. to him at the address below (Ref. 9626) within a week.

Mullender, Stephens

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Formal qualifications not essential, but must have relevant experience, and be familiar with computerised systems. Salary scale £12,500 to £15,500.

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REGISTRAR

The University
Manchester M13 9PL
Quote ref: 267/85/T

PUBLIC APPOINTMENTS
Trade 01-278 9161/5

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For further information please contact Nigel Farrow,
Chief Personnel Officer,
Telephone number 0482 887311 extn 3148.

The closing date for applications is 7th February, 1986.

Humberston County Council
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Managing Director (Designate)

£20,000-£25,000

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The salary is negotiable in the range of £20,000-£25,000 plus appropriate pension arrangements.

Applications containing not more than 1,200 words should be sent to the undersigned so as to arrive by not later than 31st January 1986. Further details regarding the post are also available from the Secretary (telephone enquiries should be made to Mr. R. Wright Tel: 0282 2501 Ext. 221).

Mr. R. Wright, Secretary, Burnley & Pendle Transport Company Limited, Town Hall, Burnley, Lancs. BB1 1JA

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Please quote reference: 586/CA
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You will ideally be a qualified accountant (or lawyer), with an awareness of taxation. Personal attributes should include a good education, integrity, flair and the ability to negotiate with important professional contacts.

An attractive salary package will be offered, commensurate with this level of appointment. Hours can be negotiated, although a minimum of 15-20 hours a week are anticipated to provide the level of expertise and input required.

Initially please send comprehensive CV, including names of any individual or organisation to whom your details should not be forwarded and quoting reference MCS/6068 to Alannah Hunt,

Executive Selection Division
Price Waterhouse
Management Consultants
Southwark Towers
32 London Bridge Street
LONDON SE1 9SY

Price Waterhouse



HORIZONS

A guide to
career development

A closer look at VDUs

The visual display unit, or VDU, has become a common feature in the office. As the applications for their use expand, so do the number of people using them in the different work situations - in secretarial and administrative work, accountancy, printing and design, to more technical jobs in engineering and industrial and scientific research.

But the spread of VDUs has been matched by health fears associated with their use. The first scare started at the *New York Times* where two VDU operators, who had only recently started to operate them, developed cataracts. After examination, an ophthalmologist suggested that ultra-violet or infra-red radiation from the screens was the cause.

Measurement of these types of radiation has shown this was not the cause - there is more ultra-violet radiation reflected off the walls of a room lit by a strip light than emitted from a VDU screen. And if that room is centrally heated then the radiator emits more infra-red radiation than the screen.

It seems the fears were unfounded. Indeed, comparisons made by the Post Office and British Telecom, among others, have shown there are no differences between the

Erich Suter screens
the facts on
health and offers
good advice to
cope with problems

eyesight of VDU workers and those in other jobs.

All went quiet until 1980 when four employees who had worked for *The Toronto Star* produced children with birth defects. The blame was placed on X-ray emissions from VDUs. But science has proved that the amount of X-ray emitted from a screen is so small as not to be measurable for practical purposes.

And there, perhaps, the matter should have rested. But the case caught the imagination of the Press and much discussion was focussed on the use of VDUs.

Despite this, there has been no substantial or conclusive evidence of any danger to eyesight or pregnant women and their babies from the use of VDUs.

In October 1985, the VDU Workers' Rights Campaign was

launched to protect workers using VDUs. Among its demands for legislation to protect workers it required "compulsory shielding of all VDUs to eliminate electro-magnetic emissions". A school textbook on physics would immediately have explained to them that light itself is an electro-magnetic emission.

Its views on the harmful effects to pregnant women were put at a recent conference organized by Humane Technology, on the alleged health hazards of work at VDUs. A speaker for the campaign said its members told workers that there was "lots of evidence both ways".

While it is virtually impossible to prove that there are no harmful effects, the weight of evidence is squarely against it. But there is evidence that worrying about such things, and the stress caused by this, has a harmful effect on pregnant women and can lead to miscarriage.

The best advice to those worried about any possible effects is to see an occupational physician, who will have up-to-date information. If your GP cannot help directly, he or she may be able to suggest someone who can.

The author is a leading labour law and industrial relations consultant

NEWSROUND

Working women need a break

By Michel Syrett

Longer career breaks are still needed by most career women with families. Yet the recruitment of women after long career breaks by employers for whom they have not already worked is unusually limited, except where their skills are in short supply.

In addition, the provision of child care is not on employers' agendas in Britain. Almost without exception, this is assumed to be something female employees will sort out for themselves.

These are the main findings of a new report *Women, Career Breaks and Re-entry*, published last month by the Institute of Manpower Studies.

Written by Wendy Hirsch, Rosemary Hutt and John Atkinson, it stresses that there is a strong trade-off between the length of time a woman spends away from employment and the degree of employment flexibility available.

The more the job and home responsibilities can be dovetailed effectively, the less it is necessary for women to give up work altogether for several years.

Employers may not wish to

pressurise career women to remain in continuous employment if they desire several years' of full-time child care. But most employers still effectively force women out of their employment by offering hours and locations of work which cannot be combined with some time spent in the care of young children.

The report highlights the fact that lack of organized child care by employers plays a much more significant part in the loss of women from employment than they would like to believe. Professional and managerial women are at least able to afford child care, but many still have trouble finding satisfactory arrangements.

In most areas, the report says, state provision is negligible, and employers do not seem sympathetic to problems caused by arrangements which fail, or child sickness or school holidays.

Copies of the report, price £10, are available from the Institute of Manpower Studies, Mantell Building, University of Sussex, Falmer, Brighton BN1 9RF. Brighton (0273) 686751.

Hours and location
are big obstaclesManpower help for
jobless executives

Executives who have been unemployed for a year or longer will be helped to make the transition back to work, or to further training or education, through Ways to Work, a one-year experimental project starting this month in Brixton, South London, writes Sally Wais.

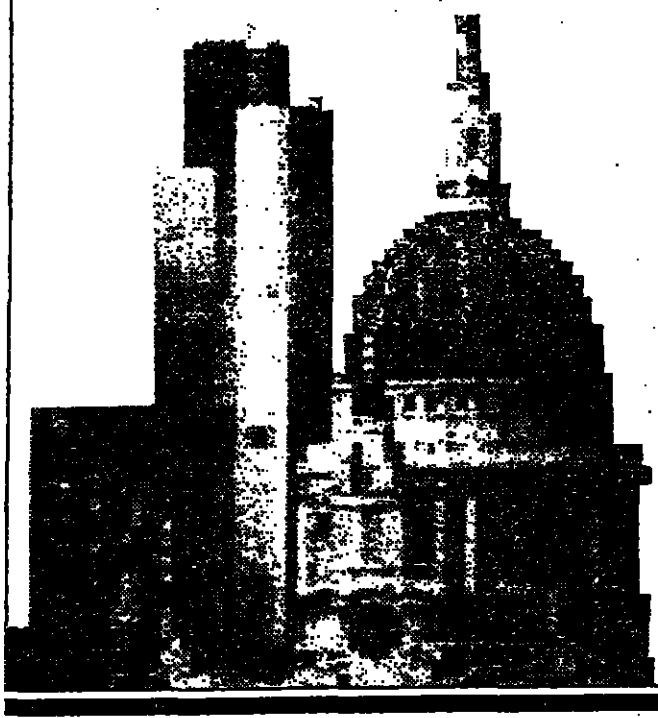
It is designed to re-motivate participants, most of whom are expected to be over 45, by encouraging them to assess their careers, choices, needs and expectations and then use their skills and abilities in structured activities.

Ways to Work is the Manpower Services Commission's new, and little publicized, enhanced development plans for long-term unemployed, part of the Voluntary Projects Programme.

New Horizons factsheet:

The Manpower Services Commission's (MSC) new adult training strategy is designed both to help individuals at all levels to acquire or update technical, managerial and job skills. Career Horizons has prepared a factsheet on MSC projects for employers, staff, self-employed, returners and unemployed. Send a large size to Career Horizons, Special Reports, The Times, 200 Gray's Inn Road, London WC1X 8EZ.

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